



THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

MATERIALS MANAGEMENT DEPARTMENT

101 OLD VENICE ROAD

OSPREY, FLORIDA 34229

TELEPHONE (941) 486-2183 • FAX (941) 486-2188

MEMORANDUM

**TO: Members of the School Board
Dr. Gary Norris, Superintendent
Mr. Scott Lempe, Associate Superintendent**

FROM: Pat Black, CPPB, Director of Materials Management

TITLE: APPROVAL TO AWARD BID #7038 FOR BOOKS AND EDUCATIONAL MATERIALS

Bids to provide 'Books and Educational Materials' were received from 18 vendors on December 19, 2006. The bids of Baker & Taylor, Inc., Barnes & Noble, Inc., Brodart Company by Nubro, Inc., General Partner and Waldenbooks-Southgate were the best low bids meeting the advertised specifications. This bid is for a period of one year with the option to renew for two additional one-year periods. The funds for these purchases are contained in the operating budgets of the schools and departments.

Requested by:
Pat Black for all
Schools and Depts.

"Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes."

Posting Date: 1-30-07

Fiscal Impact:

Not to exceed
\$75,000.00

Funding:

1101 Operating

Recommended Motion: That the bids of Baker & Taylor, Inc., Barnes & Noble, Inc., Brodart Company by Nubro, Inc., General Partner and Waldenbooks-Southgate, to provide 'Books and Educational Materials' in an amount not to exceed \$75,000.00, be approved for award and purchase.
(over)

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for Books and Educational Materials - Bid #7038

Bids opened and tabulated on December 19, 2006 at 2:00 pm.

			Advanced Educational Products, Inc.		Baker & Taylor, Inc.		Barnes & Noble, Inc.		Borders, Inc.	
DESCRIPTION			Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount
1.	Internet Books		0-25%				0%	0%	0-25%	0-25%
2.	Hard-back Books		0-25%		42%		20-25%	20-25%	0-25%	0-25%
3.	Soft-back Books		0-35%		30%		20-25%	20-25%	0-25%	0-25%
4.	Audio Books		0-35%		42%		20-25%	20-25%	0-25%	0-25%
5.	Balance of Product Line Minimum Discount		0-15%	Attachment A			0%	0%	0-25%	0-25%
6.	Estimated Delivery Time after receipt of purchase order.		7-10 days		7-10 days for instock books		Within 30 days		1-45 days, varies	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.			ISBN	List Price	List Price	List Price	List Price	List Price	List Price	List Price
Hard-back Books										
7.	WHY DO LEAVES CHANGE COLOR?	0785756035	\$13.40	\$13.40*	\$13.00	\$13.40				
8.	NELLIE'S PROMISE	1584858931	\$12.95	\$12.95	\$12.95	\$12.95				
9.	7 HABITS OF HIGHLY EFFECTIVE TEENS	0743258150	\$4.95	**	\$8.98	\$4.95 (076241474x-OP)*				
10.	WEBSTER'S NEW SPANISH ENGLISH DICTIONARY	0760782768	\$8.95	**	\$7.98	\$8.98 (1596950005-OP)*				
Soft-back Books										
11.	WHY DO LEAVES CHANGE COLOR?	0064451267	\$4.99	\$4.99	\$4.99	\$4.99				
12.	PEER MEDIATION: CONFLICT RESOLUTION IN SCHOOLS (STUDENT MANUAL)	0878223673	\$12.95	\$12.95***	\$12.95	\$12.95				
13.	NELLIE'S PROMISE	1584858907	\$6.95	\$6.95	\$6.95	\$6.95				
14.	A FRAMEWORK FOR UNDERSTANDING POVERTY	1929229488	\$29.12	Apply Direct	\$22.00	\$29.12				
Audio Books										
15.	SOLDIER: THE LIFE OF COLIN POWELL	1400041708	\$28.95	\$29.95****	\$29.95 (0739340085)	\$29.95 (0739340085)				
16.	MAKING GLOBALIZATION WORK	0393061221	\$26.95		not available in audi	\$26.95				
17.	CHARLOTTE'S WEB	0553470485	\$25.00	\$25.00	\$25.00	\$25.00				
18.	THE LAST BATTLE	0898458781	\$11.95	\$11.95	\$11.95	\$11.95				

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Bid Tabulation for Books and Educational Materials - Bid #7038

Bids opened and tabulated on December 19, 2006 at 2:00 pm.

			Brodart Company by Nubro, Inc., General Partner		Capstone Press		Cheryl Cox Educational Consultants		Compass Point Books	
DESCRIPTION			Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount
1.	Internet Books									
2.	Hard-back Books		44%	44%	25% off List				25% off List	
3.	Soft-back Books		35%	35%						
4.	Audio Books		35%	35%						
5.	Balance of Product Line Minimum Discount		12%*	12%*						
6.	Estimated Delivery Time after receipt of purchase order.		30-60 days		7-10 days*		4 days		7-10 days *	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.			ISBN	List Price	List Price	List Price	List Price	List Price	List Price	List Price
Hard-back Books										
7.	WHY DO LEAVES CHANGE COLOR?	0785756035	\$13.40		**				**	
8.	NELLIE'S PROMISE	1584858931	\$12.95		**				**	
9.	7 HABITS OF HIGHLY EFFECTIVE TEENS	0743258150	Out of stock		**				**	
10.	WEBSTER'S NEW SPANISH ENGLISH DICTIONARY	0760782768	\$7.98		**				**	
Soft-back Books										
11.	WHY DO LEAVES CHANGE COLOR?	0064451267	\$4.99		**				**	
12.	PEER MEDIATION: CONFLICT RESOLUTION IN SCHOOLS (STUDENT MANUAL)	0878223673	Must order direct							
13.	NELLIE'S PROMISE	1584858907	\$6.95		**				**	
14.	A FRAMEWORK FOR UNDERSTANDING POVERTY	1929229488	Must order direct		**				**	
Audio Books										
15.	SOLDIER: THE LIFE OF COLIN POWELL	1400041708	\$28.95**		**				**	
16.	MAKING GLOBALIZATION WORK	0393061221	\$26.95**		**				**	
17.	CHARLOTTE'S WEB	0553470485	\$25.00		**				**	
18.	THE LAST BATTLE	0898458781	\$11.95		**				**	

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Bid Tabulation for Books and Educational Materials - Bid #7038

Bids opened and tabulated on December 19, 2006 at 2:00 pm.

			Davidson Titles, Inc.		Follett Educational Services		Follett Library Resources, Inc.		Francbeth, Inc.	
DESCRIPTION			Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount
1.	Internet Books					not available	*	not available	2%	
2.	Hard-back Books		20%	20%		not available	*	not available	10%	
3.	Soft-back Books		20%	20%	additional 2%*	not available	*	not available	20%	
4.	Audio Books		10%	10%		not available	*	not available	10%	
5.	Balance of Product Line Minimum Discount		5%	5%	additional 2%*	not available	*	not available		
6.	Estimated Delivery Time after receipt of purchase order.		30 days		10-15 business days		20-30 days		21 days	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.			ISBN	List Price	List Price	List Price	List Price	List Price	List Price	List Price
Hard-back Books										
7.	WHY DO LEAVES CHANGE COLOR?	0785756035	\$13.40				\$14.95		\$13.00	
8.	NELLIE'S PROMISE	1584858931	\$12.95				\$10.96		\$12.95	
9.	7 HABITS OF HIGHLY EFFECTIVE TEENS	0743258150	\$20.45				\$18.26			
10.	WEBSTER'S NEW SPANISH ENGLISH DICTIONARY	0760782768	\$7.98				\$42.46 **			
Soft-back Books										
11.	WHY DO LEAVES CHANGE COLOR?	0064451267	\$4.99		\$3.24*		\$4.24		\$4.99	
12.	PEER MEDIATION: CONFLICT RESOLUTION IN SCHOOLS (STUDENT MANUAL)	0878223673	out of print		\$12.95*		\$12.95			
13.	NELLIE'S PROMISE	1584858907	\$6.95		\$5.21*		\$5.21		\$6.95	
14.	A FRAMEWORK FOR UNDERSTANDING POVERTY	1929229488	\$29.12		\$19.48*		\$19.96			
Audio Books										
15.	SOLDIER: THE LIFE OF COLIN POWELL	1400041708	\$29.95				\$29.95		\$28.95	
16.	MAKING GLOBALIZATION WORK	0393061221	* Audio not available, ISBN is hardback.				\$22.90			
17.	CHARLOTTE'S WEB	0553470485	\$25.00				\$24.96			
18.	THE LAST BATTLE	0898458781	\$11.95							

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Bid Tabulation for Books and Educational Materials - Bid #7038

Bids opened and tabulated on December 19, 2006 at 2:00 pm.

DESCRIPTION		Kamico Instructional Media, Inc.		Lakeshore Learning Materials		Picture Window Books		Red Brick Learning	
		Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount
1.	Internet Books								
2.	Hard-back Books			5%	5%	25% off List			
3.	Soft-back Books	0%	0%	5%	5%			*	
4.	Audio Books			5%	5%				
5.	Balance of Product Line Minimum Discount	0%	0%	5%	5%				
6.	Estimated Delivery Time after receipt of purchase order.	3 days		7-15 days		7-10 days		7-10 days	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.		ISBN	List Price	List Price	List Price	List Price	List Price	List Price	List Price
Hard-back Books									
7.	WHY DO LEAVES CHANGE COLOR?	0785756035							
8.	NELLIE'S PROMISE	1584858931							
9.	7 HABITS OF HIGHLY EFFECTIVE TEENS	0743258150							
10.	WEBSTER'S NEW SPANISH ENGLISH DICTIONARY	0760782768							
Soft-back Books									
11.	WHY DO LEAVES CHANGE COLOR?	0064451267							
12.	PEER MEDIATION: CONFLICT RESOLUTION IN SCHOOLS (STUDENT MANUAL)	0878223673							
13.	NELLIE'S PROMISE	1584858907							
14.	A FRAMEWORK FOR UNDERSTANDING POVERTY	1929229488							
Audio Books									
15.	SOLDIER: THE LIFE OF COLIN POWELL	1400041708							
16.	MAKING GLOBALIZATION WORK	0393061221							
17.	CHARLOTTE'S WEB	0553470485							
18.	THE LAST BATTLE	0898458781							

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Bid Tabulation for Books and Educational Materials - Bid #7038

Bids opened and tabulated on December 19, 2006 at 2:00 pm.

		Stone Arch Books		Waldenbooks	
DESCRIPTION		Delivery Discount	Pick Up Discount	Delivery Discount	Pick Up Discount
1.	Internet Books			20%	20%
2.	Hard-back Books	25% off List		20%	20%
3.	Soft-back Books			20%	20%
4.	Audio Books			20%	20%
5.	Balance of Product Line Minimum Discount			20%	20%
6.	Estimated Delivery Time after receipt of purchase order.	7-10 days		5-10 days	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.		ISBN	List Price	List Price	
Hard-back Books					
7.	WHY DO LEAVES CHANGE COLOR?	0785756035		\$13.00	
8.	NELLIE'S PROMISE	1584858931		\$12.95	
9.	7 HABITS OF HIGHLY EFFECTIVE TEENS	0743258150		unavailable in HC	
10.	WEBSTER'S NEW SPANISH ENGLISH DICTIONARY	0760782768		unavailable in HC	
Soft-back Books					
11.	WHY DO LEAVES CHANGE COLOR?	0064451267		\$4.99	
12.	PEER MEDIATION: CONFLICT RESOLUTION IN SCHOOLS (STUDENT MANUAL)	0878223673		\$12.95	
13.	NELLIE'S PROMISE	1584858907		\$6.95	
14.	A FRAMEWORK FOR UNDERSTANDING POVERTY	1929229488		\$22.00	
Audio Books					
15.	SOLDIER: THE LIFE OF COLIN POWELL	1400041708		\$28.95	
16.	MAKING GLOBALIZATION WORK	0393061221		\$26.95	
17.	CHARLOTTE'S WEB	0553470485		\$25.00	
18.	THE LAST BATTLE	0898458781		\$11.95	

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	Advanced Educational Products, Inc.	Baker & Taylor, Inc.	Barnes & Noble, Inc.	Borders, Inc.
Contact Name:	Fred Rudin	Lee Ann Queen	Nicole B. Evoy	Kelvin Watson
Address:	2495 Main Street Suite 230 Buffalo, NY 14214	2550 W. Tyvola Road Suite 300 Charlotte, NC 28217	4010 S. Tamiami Trail Sarasota, FL 34231	100 Phoenix Drive Ann Arbor, MI 48108
Phone:	800-311-1522	800-775-1800	941-923-9907	734-477-4455
Fax:	716-446-5642	704-998-3260	941-923-9510	734-477-1356
Federal ID #:	16-1597345	56-1761729	06-1196501	38-2104285
E-mail:	frudin@aepbooks.com	bids@btol.com	crm2737@bn.com	csbc@bordersgroup.com
Additional Information:		<p>* ISBN listed is a BT Bound book. BT Bound books receive a 28.0% discount. ** ISBN listed is not found. *** This title is part of our Enhanced Services Program, and will be billed at list price plus a \$4.95/unit service charge. **** ISBN listed is for a Hard-back Book. Correct ISBN for the Audio Book is 0739340085. List price outlined is for the Audio Book. *****See attachments A, B, and C.</p>	<p>*Purchases are discounted at the following rates: \$0-\$4,999.99=20%, \$5,000 and up=25%. Discounts apply only to book purchases. Discounts do not apply to magazines, books coded by Barnes & Noble as textbooks, publisher direct orders, gift cards, and purchases made in the music department or cafe. These discounts may not be combined with coupons or other discount offers. On books already discounted, the greater discount always applies.</p>	<p>*OP=Out of Print See attached for clarification of discounts.</p>

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	Brodart Company by Nubro, Inc., General Partner	Capstone Press	Cheryl Cox Educational Consultants	Compass Point Books
Contact Name:	Tamara L. Patterson	Erin M. Scandrett	Walter Williams	Erin M. Scandrett
Address:	500 Arch Street	151 Good Counsel Drive, PO Box 669	PO Box 452142	151 Good Counsel Drive, PO Box 669
	Williamsport, PA 1770	Mankato, MN 56002- 0669	Garland, TX 75045	Mankato, MN 56002- 0669
Phone:	800-233-8467	800-747-4992	214-221-4322	877-371-1536
Fax:	800-999-6799	888-262-0705	214-221-4324	877-371-1539
Federal ID #:	23-2248758	41-1683850	75-2578446	41-1988613
E-mail:	bookbids@brodart.com	customer.service@capstonepress.com	info@cherylcoxedu.com	custserv@compasspointbooks.com
Additional Information:	*Hardcover and paperback editions in which Brodart receives minimal or no discount and or the publisher requires prepayment may receive a service charge of \$2.95. **The ISBN#'s provided are Trade hardcover books. See attachment A and B.	*Orders requiring library processing may take up to 2-2 1/2 weeks ARO. **We are a publisher and none of the listed books below are our titles, so we are not able to bid on them.	* We do not handle these items. Catalog discount 5% with no shipping or handling fees.	*Orders requiring library processing may take up to 2-2 1/2 weeks ARO. **We are a publisher and none of the listed books below are our titles, so we are not able to bid on them.

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Bids opened and tabulated on December 19, 2006 at 2:00 pm.

	Davidson Titles, Inc.	Follett Educational Services	Follett Library Resources, Inc.	Francbeth, Inc.
Contact Name:	Brenda T. Davidson	John Fleming	J. Scott Chain	May Obiozor
Address:	PO Box 3538	1433 Internationale Parkway	1340 Ridgeview Drive	6035 Ft. Caroline Road Suite 19
	Jackson, TN 38303-3538	Woodridge, IL 60517	McHenry, IL 60650	Jacksonville, FL 32277
Phone:	800-433-3903	800-621-4272	888-511-5114	904-744-7788
Fax:	800-787-7935	800-638-4424	800-852-5458	904-744-7247
Federal ID #:	62-1076296	20-1607100	20-1607197	59-3658944
E-mail:	brenda@davidson titles.com	bidadmin@fes.follett.com	sales@flr.follett.com	sales@francbeth.com
Additional Information:	For items 2-5--* Catalog and internet prices reflect the discounted prices from list prices. These discounts stated are not additional discounts from already (discounted) listed prices.	*Price reflects FES prices listed in our Classroom Literature & Supplemental Materials K-12 Catalog. Published prices and titles are subject to change, please contact your Account Manager for latest prices and availability. **Discount does not apply to FollettBound, dictionaries, thesauruses, and reference books.	*Follett Library Resources, Inc. current school year catalogs and Titlewave Internet prices reflect up to 45% discount for trade & paperback bindings, up to 30% for library binding, up to 40% for general reference and a 30% discount from the published list price for FollettBound books. Our catalogs and Titlewave Internet reflect discounted net prices for books. Additional quantity discounts are available for 25+ copies of the same FollettBound title and a select group of dictionaries and thesauri. **ISBN not available through normal trade. Please see replacement ISBN 9780764576430.	

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Bid Tabulation for Books and Educational Materials - Bid #7038

Bids opened and tabulated on December 19, 2006 at 2:00 pm.

	Kamico Instructional Media, Inc.	Lakeshore Learning Materials	Picture Window Books	Red Brick Learning
Contact Name:	Kathy Michael	Adrienne Hilliard	Erin M. Scandrett	Erin M. Scandrett
Address:	4413 Spicewood Springs Road Austin, TX 78759	2695 E. Dominguez Street Carson, CA 90895	151 Good Counsel Drive, PO Box 669 Mankato, MN 56002-0669	151 Good Counsel Drive, PO Box 669 Mankato, MN 56002-0669
Phone:	512-343-0801	800-421-5354	877-845-8392	888-262-6135
Fax:	512-372-9204	310-537-7990	877-787-2746	888-574-5570
Federal ID #:	74-2714943	94-1525814	16-1622720	16-1622719
E-mail:	kmichael@kamico.com	biddept@lakeshorelearning.com	e.scandrett@picturewindowbooks.com	customer.service@redbricklearning.com
Additional Information:		*Discount is not valid on already discounted items. **Please note: "Terms Per Bid #7038" on all purchase orders that qualify for the terms above.	We are a publisher and none of the listed books are our titles, so we are not able to bid on them. Orders requiring library processing may take up to 2-2 1/2 weeks ARO.	* Various programs are discounted 5-10%. Catalog pricing reflects discount. **We are a publisher and none of the listed books are out titles, so we are not able to bid on them.

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Bids opened and tabulated on December 19, 2006 at 2:00 pm.

	Stone Arch Books	Waldenbooks
Contact Name:	Erin M. Scandrett	Scott Davidson
Address:	151 Good Counsel Drive, PO Box 669	3501 S. Tamiami Trail Space 139
	Mankato, MN 56002- 0669	Sarasota, FL 34239
Phone:	800-421-7731	941-952-1540
Fax:	877-245-4902	
Federal ID #:	20-3616138	68-06-044210-42
E-mail:	info@stonearchbooks.com	
Additional Information:	<p>We are a publisher and none of the listed books are our titles, so we are not able to bid on them.</p> <p>Orders requiring library processing may take up to 2-2 1/2 weeks ARO.</p>	All discounts 25% if total order over \$1,000.00.
	Recorded by: Lynn Cox	Witnessed by: Carol Lichon

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
 BOOKS AND EDUCATIONAL MATERIALS - BID#7038
 JUSTIFICATION FOR AWARD OTHER THAN APPARENT LOW BID

BIDDER	REASON FOR NOT AWARDING
Advanced Educational Products, Inc.	Rejected. Unable to evaluate. Vendor did not bid a single fixed percentage discount as required in the bid specifications.
Capstone Press	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.
Cheryl Cox Educational Consultants	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.
Compass Point Books	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.
Follett Educational Services	Rejected. Vendor is non-responsive to providing discounts for hard-back and audio book categories.
Kamico Instructional Media, Inc.	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.
Lakeshore Learning Materials	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.
Picture Window Books	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.
Red Brick Learning	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.
Stone Arch Books	Rejected. Vendor is non-responsive to the requirement of providing prices for sample list of books.

**Baker & Taylor, Inc.'s
Terms and Conditions of Sale
The School Board of Sarasota County
Books and Educational Materials – BID #7038**

Category Definition	Definition	Discount
I.	Adult Trade Hardcover Editions (Popular Fiction & Non-Fiction)	42.0 %
II.	Juvenile Trade Hardcover Editions (Popular Fiction & Non-Fiction)	42.0 %
III.	Adult Quality Paperback Editions (Popular Fiction & Non-Fiction)	30.0 %
IV.	Juvenile Quality Paperback Editions (Popular Fiction & Non-Fiction)	30.0 %
V.	Mass Market Paperback Editions	30.0 %
VI.	Single Edition Reinforced (Juvenile)	22.0 %
VII.	Publisher's Library Edition (Juvenile)	22.0 %
VIII.	University Press Trade Editions	10.0 %
IX.	Text, Technical, Reference, Small Press Editions and Titles of Limited Demand (May be of any binding and includes non-trade University Press titles and some spoken word audio)	5.0 %*
X.	Imported English and Non-English Language Editions	0.0%**
XI.	Enhanced Service Program***	0.0% + \$4.95/unit***
XII.	Spoken Word Audio (primarily abridged)	42.0%
Special Program	- DEMCO Turtleback Editions	0.0 %
	- BT Bound Editions	28.0 %

* Titles which receive minimal publisher discount will be invoiced at publisher's list price.

** Some qualifying editions will receive a 5.0% discount.

*** Titles where Baker & Taylor receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price plus \$4.95/unit service charge.

Replica books will be invoiced at 5.0 % off of B&T advertised list price. "Special Program" titles will be discounted as shown, discount will be applied to the B&T advertised list price.

Please note that for some college textbook publishers where no publisher list price is assigned by the publisher, Baker & Taylor will assign a list price for these titles. In such instances, the applicable list price is based upon a standardized formula. Also, B&T will assign a US dollar list price for imported titles.

The discounts outlined within this proposal are applied to the publisher's current list price at the time of shipment. Please note that the publisher's list price is subject to change without notice.

Category Definitions

- I. Adult Trade Hardcover Editions** *(may include some spoken word audio materials)*
High demand, materials from widely distributed publishers designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles are typically released in hardback and can be either fiction or current non-fiction. Publisher promotional/media expenditures and print runs are customarily higher for these titles than for most others. Inventory for these titles is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a trade edition would be: The Broker by John Grisham, ISBN: 0385510454.
- II. Juvenile Trade Hardcover Editions**
High demand, juvenile materials from widely distributed publishers designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles are typically released in hardback and can be either fiction or current non-fiction. Publisher promotional/media expenditures and print runs are customarily higher for these titles than for most others. Inventory for these titles is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a trade edition would be: A Light in the Attic by Shel Silverstein, ISBN: 0060256737
- III. Adult Quality Paperback Editions**
High demand paperback materials from widely distributed publishers, other than the standard rack size paperback, typically found in bookstores and other retail outlets. Inventory for these titles is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a quality paperback would be: Bridget Jones's Diary by Helen Fielding, ISBN: 014028009X
- IV. Juvenile Quality Paperback Editions**
High demand, juvenile paperback materials from widely distributed publishers, other than the standard rack size paperback, typically found in bookstores and other retail outlets. Inventory for these titles is maintained with preferred stock status (regularly stocked in three to four major warehouses). An example of a quality paperback would be: Charlotte's Web by E B White, ISBN: 0064400557
- V. Mass Market Paperback Editions**
A standard rack size paperback typically found in bookstores or other retail outlets. An example of a mass market paperback would be: The Girl Who Loved Tom Gordon by Stephen King, ISBN: 0671042858
- VI. Single Edition Reinforced**
A high quality binding designed to provide a long shelf life in a heavy use environment. Although the binding is fanned and glued it may not be sewn, which is typically found in the publisher library edition. Subject content can include both fictional and non-fiction works appealing to juveniles as well as adults. These bindings are identified by the publisher to Baker & Taylor. An example of a single edition reinforced binding would be: Watch Out! Big Brothers Coming by Jev Alborough, ISBN: 0763601306
- VII. Publisher Library Editions**
Fiction as well as non-fiction materials appealing to both juveniles and adults, designed with the rugged durability required of the environment typically found in a library setting. Publisher Library Editions are traditionally of the highest quality, usually fanned, sewn and glued to provide the greatest possible shelf life of any binding. These bindings are identified by the publisher to Baker & Taylor. An example of a publisher library edition would be: If You Give A Pig A Pancake by Laura Joffe Numeroff, ISBN: 0060266872
- VIII. University Press Trade Editions** *(may include some spoken word audio materials)*
This category would include any University Press Trade Editions, both adult and juvenile, and are subject to publisher reclassification. An example of a university press trade edition would be: The Art of Teaching by Oxford University Press, ISBN: 0195169697
- IX. Text, Technical, Reference, Small Press, and Titles of Limited Demand**
Category of materials includes, but is not limited to, text, technical, reference, professional medical, small press, and some university press titles (excluding University Press Trade Editions). It includes titles purchased from publishers on a non-returnable basis, those publishers that extend little discount to Baker & Taylor, and publishers whose titles have limited sales volume based upon a semi-annual review. It includes individual titles which do not qualify for preferred stock status (based upon a quarterly review) and individual titles which qualify for preferred stock status, but have limited demand (calculated over a rolling 12 month period). Additionally, any publisher which is not in compliance with some of Baker & Taylor's purchasing requirements could be in this category. Materials in this category are both adult and juvenile and may be of any binding. Examples within this category would be: The Merck Index, ISBN: 0911910131, Strategies That Work, ISBN: 1571103104 and Beauty and the East, ISBN: 1566563879
- X. Imported English and Non-English Language Editions**
Titles produced and distributed outside of the domestic US. These titles may be of any binding type and represent various publishers. Baker & Taylor will assign a US dollar list price for these editions based upon a standardized formula.
- XI. Enhanced Service Program Titles**
This category includes materials where Baker & Taylor receives no discount from the publisher, or prepayment is required by the publisher, or publishers which have restrictions on returns, or books of small or non-commercial publishers with limited sales volume based upon a semi-annual review. Any publisher which is not in compliance with Baker & Taylor's purchasing requirements would be in this category. Materials in this category may be of any binding. These titles will receive no discount and are subject to a service charge. An example within this category would be: Paths to Recovery, ISBN: 0910034311
- XII. Spoken Word Audio**
Primarily abridged materials designed for the general consumer, usually dealing with a subject matter having broad mass appeal. These titles can be either fiction or current non-fiction. An example of a primarily abridged spoken word audio would be: The Broker by John Grisham, ISBN: 0739316443

Enhanced Services Program

Baker & Taylor is pleased to provide a service that will save your library time and money when procuring titles from small and hard to find publishers. By utilizing B&T's vast publisher and title database, the library can purchase a wide variety of low demand and small print run titles from associations and limited edition, prepayment, and non-returnable publishers.

Baker & Taylor's Enhanced Services Program (ESP) provides the library with access millions of active book titles representing over 72,000 imprints. This breadth of coverage is greater than that of any other book industry wholesaler.

The ESP program builds on Baker & Taylor's already outstanding publisher relations by:

- Expanding our vendor relations team responsible for the follow-up of all publisher orders, improving the speed of delivery of all titles to the library;
- Widening our publisher base to include hundreds of small non-commercial publishers formerly considered apply direct by the book industry; and
- Increasing our reporting capabilities by providing order status reports for 100% of all titles not yet published, and by supplying anticipated publication release dates for all out-of-stock items.

In order to provide these enhanced title acquisition services, Baker & Taylor will apply a service charge to qualifying titles. 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. For libraries concerned about purchasing these types of titles, B&T's Title Source for Windows can assist the librarian in researching a particular item's category and format. Surcharge titles will appear with a Y or Q in the discount code field. Additionally, you may contact your Customer Service representative or Information Services via phone, fax, or e-mail (btinfo@btol.com) to determine surcharge titles before placing an order.

As a convenience to the library, B&T can exclude these titles from all orders by adjusting the library's account profile setup. Please contact your Customer Service Representative for additional information.

Sarasota County
Books and Educational Materials- BID #7038
Bid To Be Opened On: December 19, 2006 AT: 2:00 PM

Borders Inc.

Borders Inc. discounts 0%-25% off publishers list retail price

*\$25 minimum order for deferred payment purchases

- **20% discount for single purchases up to \$1,000***
- **25% discount for single purchases or \$1,000 or higher***
- 10% discount on DVDs
- 20 or 25% discount on CDs in stock
- 20 or 25% on all Café Items when purchased for business purposes, meals and edibles cannot be charged on Corporate and Educational account
- Gift Cards over \$1,000, receive a 5% discount (on any single purchase)
- Materials ordered may be picked up or delivered
- Flexible shipping to location of customer's choice (cost varies minimum \$5.50 a carton). Additional freight charges may apply for RUSH delivery or AIR transportation deliveries. Additional freight may also apply for special orders

***Bid Exceptions:**

- Additional freight charges may apply for RUSH delivery or AIR transportation deliveries. Additional freight may also apply for special orders

Note: * Certain restrictions apply. Discounts are not applicable on personal merchandise, certain "NET" books, periodicals, and non-stock special orders. Discount may not be combined with other promotional or special discount. Borders does not guarantee price or quantity on special orders.

***Discount Limitations**

The following is a list of situations in which discounts are NOT given. The program discount does not apply to:

- Personal purchases
- Periodicals (magazines) or (newspapers)
- Non-stock merchandise/Special Orders- Titles that are ordered from a distributor without full retail discount, or titles that Borders does not normally stock in store due to that percentage
- Net Titles- Titles that Borders does stock in store that Borders does not receive a discount on. We buy for a Net price and sell for the same price
- Used and Out-of-Print (OP) merchandise
- Tickets
- Donations
- Shipping expenses
- Merchandise currently on-sale/discounted
- Sidelines- Special discounted merchandise, not books

Corp/Edu customers cannot have a "double" discount on these sales items, but they can choose to forgo their Corp/Edu discount for the sale price. An eligible agency may purchase at the higher discounts provided to consumers due to in store promotions, but cannot combine these discounts.

Note: Bargain books without additional promotional discounts may be discounted which are not business-related.

Procedures for handling defective products:

Returns to Borders Stores

Merchandise presented for return, including sale or marked-down items, must be accompanied by the original Borders, Borders Airport or Borders Express store receipt. Returns must be completed within 30 days of purchase. The purchase price will be refunded in the medium of purchase (cash, credit card or gift card)

Merchandise unaccompanied by the original Borders, Borders Airport or Borders Express store receipt, or presented for return beyond 30 days from date of purchase, must be carried by Borders Express at the time of the return. The lowest price offered for the item during the 12-month period prior to the return will be refunded via a gift certificate.

Opened cassette tapes, videos, DVDs and CDs are not returnable unless they are defective, in which case they may only be exchanged for another copy of the same title

Periodicals, newspapers, out-of-print, collectible and pre-owned items may not be returned

Newspapers and magazines are not returnable

Publishers, vendors, and manufacturers may offer other lifetime guarantee and or other defective replacement policies, in which case customer may work with that particular publisher, vendor, and or manufacturer if outside of Borders return policy



**PRODUCTS AND SERVICES
ATTACHMENT A**

FULFILLMENT

Brodart manages over 265,000 titles and 5 million volumes annually. When ordering Adult Popular and Best Seller titles you can expect approximately 85% - 95% of your order in your initial shipment (which consists of in stock items at the time of order). Juvenile fiction and non-fiction first shipment percentages should reach 70% - 80%. Initial shipment percentages for general adult material should range from 60% - 70%. Overall fulfillment of your order should be 98% - 100% of all titles available from the publisher. We suggest that customers allow their orders to remain open for a period of 60-90 days to facilitate receipt of backordered books. Any books not received during this time period will be cancelled and reported on cancellation notices.

Brodart's delivery, backorder and cancellation schedules are very flexible and can be customized to accommodate any library's specifications.

PACKING, SHIPPING & DELIVERY

Packaging and marking of shipments

The number of books and their thickness and weight determine the size of the box used for packaging. Larger books are packed first, then smaller ones. The smaller books are packed spine to spine to prevent damage. The boxes used are made of heavy corrugated cardboard and the stuffing/filling paper is thin newspaper type. Shipping labels are covered with sticky clear plastic tape and are applied to the top of every box. Boxes are sealed with tape that is constructed of paper, string and glue. Numbering of the boxes, i.e. 1 of 6, 2 of 6, etc., within a shipment is indicated on the top of each carton.

Method of shipment and shipping charges

Brodart's single inventory location in Williamsport, Pennsylvania enables us to quickly and efficiently fill orders. Shipments are sent via best method or if size warrants, common carrier. All shipments are F O B destination Williamsport, Pennsylvania, **FREE OF CHARGE** to your main library.

Delivery

Brodart will make its initial shipment from inventory and schedule backorders in order to maximize the Library's order fulfillment. **Brodart can accommodate the number and timing of deliveries according to the library's specifications.** Our standard delivery schedule for schools is two shipments within ninety days. We suggest that you allow your orders to remain open for a period of 60-90 days to facilitate receipt of backordered titles. Any books not received during this time period will be cancelled and reported on monthly cancellation notices.

MANAGEMENT REPORTS

Packing Slip

Brodart's packing slip, which includes the title, author, Brodart TIN number, quantity shipped, customer purchase order and list price of each book, is packed in the last carton of every shipment. The carton indicates that a packing slip is enclosed. This packing document shows a Control number, which can be matched with a corresponding invoice.

Invoicing

Brodart's invoices are available in triplicate and include the title, author, publisher code, quantity, list price, discount, unit price and extended price as well as your purchase order number. Our payment terms are net 30 days from the date of the invoice. These payment terms are indicated in the TERMS section on all of our invoices.

Statements

Monthly statements are provided to Brodart customers only when there is a balance due on their account. This statement includes the accounts billing address and Brodart bill-to account number. It also includes the invoice number, item date, purchase order number, item amount and balance owed.

Confirmation Report

Paper confirmation of titles ordered can be supplied to the Library when orders are entered. The Confirmation Report will include the author/editor, title, Brodart TIN number, list price, discount, extended price and status (not yet published, out of print, must order direct). The confirmation reports are available by account number, and titles will be arranged alpha by author or by title.

On-Order Title Report

Brodart's On-Order Title Status Report will identify, by account number, the status of all titles on order. This report includes the Brodart TIN number, quantity ordered, author, title, customer purchase order number, list price and order date. The On-Order Title Report is available weekly, monthly or upon request.

Cancellation Reports

Brodart will notify all libraries of cancellations on a title-by-title basis. The Cancellation Report will include the Brodart TIN number, quantity ordered, author, title, publisher, list price, customer purchase order number, and the reason the title was cancelled. Cancellation reports are generated by account number and sorted by purchase order number. Cancellation reports are available weekly or monthly.

CREDITS AND RETURNS

Any book received damaged, defective or not as ordered (wrong title supplied, short shipment, etc.) will be replaced or a credit will be issued. All contractor errors will be handled in this manner. Requests to return books for any other reason will be handled on an individual basis. While we make every attempt to satisfy our customers regarding defective books, we ask that books showing normal wear and tear not be returned.

ORDERS

Ordering is simple with Brodart. With little information, such as the Title, Author, Publisher, ISBN, or any combination of these categories, Brodart can assist the Library in ordering a book. As an additional benefit to Brodart's customers, an itemized requisition or listing of your ordered titles is available from Brodart's order typing service. Because purchasing departments or business offices may require specific purchase documentation, Brodart will prepare a laser-printed document showing title, author, type of binding, list price, discounted price, and title availability. This document can be used by the library as an order form.

Brodart will set up accounts for your library based on the exact specifications and provide as many accounts as required. You will be permitted to add new accounts, delete old accounts, or change the name and address information. Multiple ship-to accounts will be linked to the appropriate bill-to account. Each ship-to account will include a five-line address and account number. The information will link to related cataloging and processing instructions.

Your library can place orders by using Brodart's web-based ordering tools, *1stpick.com* or *Bibz.com*. Orders can also be placed by fax at (800) 999-6799, telephone at (800) 233-8467, e-mail or mail. There are no minimum order requirements.

FUND CONTROL

Brodart's Do-Not-Exceed (DNE) System will provide accurate fund accounting for all orders received for each account number. The DNE System will allow your library to specify the exact amount of money budgeted for each purchase order and will fulfill all orders up to, but not exceeding, your monetary limit.

We know complete utilization of your budget is very important. We monitor your budget spending and notify you if you are in danger of falling short or exceeding your budget.

CATALOGING & PROCESSING SERVICES

Brodart's processing options provide you with the industry's most comprehensive and versatile range of physical processing services featuring easy-to-read, laser-printed cataloging components that follow your exact specifications.

Brodart's processing options include:

- Mylar jacket (attached or loose) for your books with dust jackets
- Paperback protection with our exclusive Dura-Guard or Duralam systems
- Theft detection
- Presorted catalog cards
- Customized laser-printed catalog card kits
- Cataloging components (spine label, pocket, barcodes, etc.) can be attached or sent loose with each book
- Property identification on your books

- Book pockets personalized with your school's name
- Barcode labels
- Preprinted barcode number on the pocket, shelf list card, and borrower's card
- Accelerated Reader spine and title label (attached or loose)
- Reading Counts spine and title label (attached or loose)

Call Number/Subject Heading Options:

- Abridged Dewey with Sears or LCAC subject headings
- Unabridged Dewey with Sears, LC or LCAC subject headings
- Library of Congress with LC or LCAC subject headings

All cataloging is performed using AACR2 revised and accompanying Library of Congress Rule Interpretations

Brodart's catalog card kit includes:

- | | |
|-------------------|------------------------|
| • Book pocket | • Main entry cards (2) |
| • Pocket insert | • Title card |
| • Borrowers card | • Subject cards |
| • Shelf list card | • Spine label |

NOTE: Any combination of components is available to meet your specific needs. Presorted catalog cards are available with each shipment or consolidated and provided with your final shipment.

MACHINE-READABLE CATALOGING

Brodart's Bibliographic Service saves you valuable time and money by providing the necessary data to automatically update your circulation and/or cataloging database. Brodart provides MARC 21, OCLC MARC, or MicroLIF bibliographic data in machine-readable format with item information.

- Brodart provides machine-readable cataloging on diskette with your book shipments or through FTP as well as an accession report listing all the titles included on your diskette
- Machine-readable cataloging records include item information such as call and item/barcode number, list price, optional location and sub-location codes. A hard copy printout of all items accompanies each diskette
- Brodart offers you the option to include Accelerated Reader or Reading Counts in the 526 tag of your machine-readable record
- Each book also includes an attached, laser-printed smart barcode label, if needed. Brodart will also preprint your barcode number on each pocket, shelf list card, and borrowers card, if needed

- Brodart has the proven ability to interface with the industry's leading library management software systems, including, but not limited to, Dynix Classic, Horizon, DRA Classic, Unicorn, Innovative Interfaces, Polaris, CARL, and TLC
- Brodart supports all circulation systems providing service to school libraries

BINDERY SERVICES

Brodart's Dura-Guard and Duralam® binding processes give you guaranteed paperback protection that is fast, easy and affordable. Paperbacks ordered through Brodart can easily be reinforced or converted to hard covers using either of our affordable binding techniques. And because Brodart's bindery is in-house, protecting your valuable paperbacks does not delay your initial book order. Your paperbacks are processed quickly and shipped with the rest of your books, saving you the time and expense of preparing separate purchase orders or receiving separate shipments.

Dura-Guard Protective Covers

Our Dura-Guard process reinforces your paperbacks with flexible covers. The benefits are:

- Custom-cut Mylar is expertly fitted and finished to most any size paperback
- Heavy-gauge, clear plastic Mylar resists stains and preserves the original cover
- This popular process retains the appeal of a flexible cover

Duralam® Prebinds

Duralam converts your paperbacks to durable hardcovers. The benefits of our Duralam process are:

- Spine glue that dries flexible to eliminate cracking and flaking
- Sturdy binder's board inlays add extra support
- Square back spines allow for easy opening
- Full-length cloth hinge reinforces end papers
- Crystal-clear laminate preserves original cover and resists stains

Both Dura-Guard and Duralam processes

- Are available for paperbacks ordered with or without additional cataloging and processing options
- Have been perfected over 30 years of successful use
- Are easy to order—simply indicate on your order the paperbacks you would like to have processed
- Have no minimum order requirements
- Feature bindings that are individually handcrafted to ensure quality workmanship

Dura-Guard and Duralam Guarantee

All Dura-Guard and Duralam bindings are guaranteed to your satisfaction. If you receive a book and the bind quality is unacceptable, you can return the book for replacement as long as the book is available from the publisher.

SAGEBRUSH-BOUND™ BOOKS

Brodart Co contracts with Sagebrush™ Corporation for rebound paperback books. The process of this transformation begins with the original publisher's paperback book. The cover is carefully removed and the image is scanned into a computer and then scanned to a hard cover. The outside cover is laminated with a nylon lamination material for extra protection. Sagebrush does not alter or choose the type of paper used in the rebound books; this is decided by the original publisher of the paperback book. Two end sheets are attached to each Sagebrush rebound book to preserve its pages. Depending on the thickness of the book, the unification is either accomplished by gluing or sewing.

COLLECTION DEVELOPMENT SERVICES

COLLECTION BUILDER CUSTOM SELECTION LISTS

Brodart has identified over 400 recommended bibliographies, review journals, and other sources, and indexed them in our up-to-date title database. This extensive resource enables us to produce custom selection lists for a wide range of collection development needs such as collection building in specific areas, coordinated replacement ordering or planning new school opening collections.

- These comprehensive selection lists present the titles in shelf list order for a systematic approach to collection development.
- Each citation on the selection list includes call number, author, title, publisher, date, price, ISBN, binding, descriptors, media, age range, title status, review citations, and the sources which contain the title.
- It is easy to review the titles, make your selections, and mark the orders right on the list.
- To request a selection list, tell us the subject to be covered, age levels, types of bindings, publication dates and other pertinent information. We will provide a profile to walk you through the process.
- These custom selection lists are provided free of charge to active Brodart customers with the understanding that any titles ordered from these lists are to be ordered from Brodart.

1STPICK.COM AND BIBZ.COM

Brodart's web-based collection development and ordering tools, *1stpick.com* and *Bibz.com* enable you to do simple or complex searches, save results and build bibliographies, and order or export preorder lists. Search results contain enhanced selection data plus cover illustrations, physical dimension, pagination, stock status, and Brodart annotations.

Important features include:

- Access to a database of more than 3 million titles with 80,000 titles for children and young adults selected by our librarians including thousands of adult titles appropriate for use in high schools
- Numerous searching fields, such as subject, series, review citations, and number of reviews
- Ability to sort search results by entry sequence, author, title, publication date (newest first), and Dewey or LC
- Editing, saving and printing of selection and order lists, with choice of brief record, expanded record or expanded record with annotation
- Full text reviews, **FREE OF CHARGE**, for Book Report, Booklinks, Booklist, BookPage, Bulletin for the Center of Children's Books, Horn Book, Kirkus Reviews, KLIATT, Library Journal, Library Media Connection, Library Talk, Publishers Weekly, School Library Journal, Science Books & Film, and VOYA.
- Online quotes – an online quote request will update lists according to your established discounts and any related service charges. Cataloging and processing charges for the titles will be listed at the bottom of the quote. These quotes are editable thus allow an immediate recalculation (*Available through 1stpick.com only.*)
- Direct ordering capabilities
- Weekly updates
- Provides full "family" functionality. (*Available through Bibz.com only.*)

Our ordering tools are more than just a catalog of titles – it is a collection development resource that will provide you access to multiple "mini" databases such as:

- Brodart's Books for Children, Books for Young Adults, and the Core Lists used for new school openings
- Accelerated Reader titles
- Awards and "Best Books" lists for children and young adults
- Essential recommended bibliographies such as the Horn Book Guide, Best Books for Children, New York Times Parents' Guide to the Best Books for Children, Middle and Junior High School Library Catalog, and Outstanding Books for the College Bound

1stpick.com and **Bibz.com** are **FREE OF CHARGE** to all school libraries



**PRICING PROPOSAL
ATTACHMENT B**

Books will be supplied to The School Board of Sarasota County Florida at the publishers' list price, less the following discounts off of all titles within Brodart's web-based catalogs, www.1stpick.com or www.bibz.com

Trade Hardcover Editions	44%
Non-trade Hardcover and Paperback Editions	12%*
Library Reinforced Editions	20%
Single Editions	20%
Trade and Mass Market Paperback	35%

*Hardcover and paperback editions in which Brodart receives minimal or no discount and/or the publisher requires prepayment may receive a service charge of \$2.95

Freight	Free
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CATALOGING & PROCESSING

Full Processing (Includes an attached jacket, spine label, and complete catalog card set)	\$ 89 per book
Automated Processing (Includes an attached jacket, spine label, one bar code label and machine-readable cataloging)	\$ 69 per book

BINDERY SERVICES

Duralam®	\$ 4.25 per book
Dura-Guard	\$ 2.25 per book

If throughout the course of this contract/agreement your mix of titles or quantities changes, Brodart reserves the right to review and revise our discounts and/or pricing accordingly. The above discounts will remain in effect until January 8, 2008