



# 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  
Lori White, Superintendent  
Mitsi Corcoran, Chief Financial Officer**

**FROM: Pat Black, CPPB, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #12-0123 FOR USED TEXTBOOKS,  
WORKBOOKS, AND EDUCATIONAL MATERIALS**

Bids to provide 'Used Textbooks, Workbooks, and Educational Materials' were received from three vendors on June 14, 2011. The bids of Budgettext Corporation, Follett Educational Services, Inc., and Textbook Warehouse were the best low bid meeting the advertised specifications. Reasons for not selecting the apparent low bids are included with the bid tabulation. 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 categorical instructional materials budget and school operating budgets.

**Requested by:**  
Sharon Richert

"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: 07-12-11

**Fiscal Impact:**

Not to exceed  
\$250,000.00

**Funding:**

Categorical  
Instructional  
Materials and  
Operating

**Recommended Motion:** That the bids of Budgettext Corporation, Follett Educational Services, Inc., and Textbook Warehouse, to provide 'Used Textbooks, Workbooks, and Educational Materials' in an amount not to exceed \$250,000.00, be approved for award and purchase.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bid Tabulation for Used Textbooks, Workbooks and Educational Materials - Bid #12-0123

Opening Date: June 14, 2011 - 2:00 P.M.

DESCRIPTION		Budgetext Corporation	Follett Educational Services, Inc.	Textbook Warehouse
Indicate the minimum percentage discount off vendor's internet list price for the specified items. Minimum percentage discount should include delivery. Balance of product line minimum discount should reflect discounts off all categories not otherwise listed.				
1.	Used textbooks (%):	2006-2011* - 3% 2005* - 5% 2003-2004* - 8% 2002* or earlier - 10%	Additional 5% off FES prices, see attached Appendix	Off catalog price - 10%
2.	Used workbooks (%):		Additional 5% off FES prices, see attached Appendix	Off catalog price - 10%
3.	Used hard-back books (%):	<b>REJECT</b>		Off list price - 38% (only new)
4.	Used soft-back books (%):	<b>REJECT</b>		Off list price - 38% (only new)
5.	Used audio books (%):	<b>REJECT</b>		
6.	Balance of product line (used) minimum discount (%):		Additional 5% off FES prices, see attached Appendix	
7.	Estimated delivery time after receipt of purchase order. (Days):	3-5 days	5-10 business days	5-7 days
Please include vendor's internet website to view price lists:		<a href="http://www.budgetext.com">www.budgetext.com</a>	<a href="http://www.fes.follett.com">www.fes.follett.com</a>	<a href="http://www.tbwarehouse.com">www.tbwarehouse.com</a>

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Bid Tabulation for Used Textbooks, Workbooks and Educational Materials - Bid #12-0123

Opening Date: June 14, 2011 - 2:00 P.M.

DESCRIPTION	Budgetext Corporation	Follett Educational Services, Inc.	Textbook Warehouse
Notes:	<p><b>*Scale slides forward one year April 1st with the annual publication of product catalog.</b></p> <p><b>Exceptions: Bar Chart Quick Study Aids - No Discount.</b></p> <p><b>If current catalog price for quality pre-owned textbook is less than \$12 - No Discount.</b></p> <hr/> <p>All new Classic Literature. Dictionary and Reference Materials - 3%</p> <hr/> <p><b>If publication year is 2004 or older and current quantity on hand is greater than 300 - 15%</b></p>		
Contact Name:	<b>Benton Cate</b>	<b>John F. Fleming</b>	<b>Diane Goldsmith</b>
Address:	<b>1936 North Shiloh Drive</b>	<b>1433 Internationale Parkway</b>	<b>936 Curie Drive</b>
City, State, Zip:	<b>Fayetteville, AR 72704</b>	<b>Woodridge, IL 60517</b>	<b>Alpharetta, GA 30005</b>
Phone:	<b>888-869-0366 x3477</b>	<b>800-621-4272</b>	<b>800-796-9152</b>
Fax:	<b>800-642-2665</b>	<b>800-638-4424</b>	<b>800-796-9154</b>
Federal ID#	<b>710654575</b>	<b>201607100</b>	<b>202080039</b>
E-Mail Address:	<a href="mailto:contractservices@budgetext.com">contractservices@budgetext.com</a>	<a href="mailto:bidadmin@fes.follett.com">bidadmin@fes.follett.com</a>	<a href="mailto:info@tbwarehouse.com">info@tbwarehouse.com</a>
"No bid" received from Barnes & Noble.	Witnessed by: Joyce Haney <span style="float: right;">Recorded by: JoAnn Joyce</span>		

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA  
 Used Textbooks, Workbooks and Educational Materials - Bid #12-0123  
 Justification for Award to Other Than Low Bidder

Item #	Vendor	Justification
3, 4	Textbook Warehouse	Bid is for used text materials; vendor bid new. Reject items, no other bids were received.
5	Follett Educational Services, Inc.	Reject item. No bids were received.
	Budgettext Corporation	
	Textbook Warehouse	



Pre-Owned Textbooks • New Classroom Literature • New Reference Books • New Supplemental Learning Materials

June 7<sup>th</sup>, 2011

Purchasing Office  
SB of Sarasota  
101 Old Venice Road  
Osprey, FL 34229

**Re: Bid#12-0123 – Used Textbooks, Workbooks and Educational Materials**

Follett Educational Services, Inc. (FES) is pleased to respond to your above-mentioned bid. FES is submitting the following catalogs and discounts:

Pre-Owned Textbooks K-12 Catalog: FES is offering savings up to 75% off Publisher Net Prices with an additional 5%\*\* discount off FES Catalog.  
Shipping & Handling Fee: No Charge

Supplemental Materials K-12 Catalog: FES is offering savings up to 45% off Publisher Prices with an additional 5%\* discount off FES Catalog. Published prices and titles are subject to change. Please call account manager for latest pricing and availability.  
Shipping & Handling Fee: No Charge

Payment Terms: Net 30 Days  
Shipped F.O.B. Destination

\*\*Exclusions: Discounts do not apply to Premium ("like new" never been issued to a student or used in a classroom) Textbooks and Workbooks, FollettBound, Dictionaries, Thesauruses, Reference Books, Playaways, Audio Visual and Professional Development Materials.

\*Exclusions: Discounts do not apply to FollettBound, Dictionaries, Thesauruses, Reference Books, Playaways, Audio Visual and Professional Development Materials and Digital.

For over 130 years, FES has been the leading provider of quality pre-owned textbooks to K-12 schools and districts (the same textbooks you would otherwise buy brand new from publishers at substantially higher prices). Every pre-owned textbook we sell undergoes a thorough quality inspection and reconditioning process backed by a 100% Satisfaction Guarantee, so you can buy with confidence. FES also offers a large selection of "like new" textbooks and workbooks that have never been issued to a student or used in a classroom.

FES is also a major provider of *brand-new* classroom literature, reference books and test preparation materials from all leading publishers. We can supply any title currently in print. FES also offers PLAYAWAYS--self-playing digital audiobooks with the entire book loaded on a durable unit about half the size of a deck of cards. If you have not yet heard about them, please contact us for more details.

In addition to lower prices on all your classroom book needs, you can save even more by taking advantage of **FES' Book Buy-Back Program**. This program gives you the option to convert your excess or surplus textbooks into **cash or credit** that you can apply toward all your FES purchases!

In conclusion percentage quoted will be honored from the term of the contract. Catalogs are updated annually in April. FES will send updated catalogs to all requesting parties.

Inquiries relating to this bid should be addressed to John Fleming, 1-800-621-4272 ext. 5641 or [jfleming@fes.follett.com](mailto:jfleming@fes.follett.com). Inquiries relating to sales or ordering should be referred to Greg Cabo at ext. 4616 or [gcabo@fes.follett.com](mailto:gcabo@fes.follett.com).

Thank you for this opportunity and your consideration.

Best Regards,

A handwritten signature in black ink, appearing to read 'John F. Fleming'.

John F. Fleming  
Director, Inventory Management

Greg Cabo  
Account Manager

Encl

**Turn Your Surplus Textbooks Into Cash or Credit!**

Follett Educational Services, Inc.  
1433 Internationale Parkway, Woodridge, IL 60517-4941 • [www.fes.follett.com](http://www.fes.follett.com)  
Phone 1-800-621-4272 • Fax 1-800-638-4424



Pre-Owned Textbooks • New Classroom Literature • New Reference Books • New Supplemental Learning Materials

**School Board of Sarasota County, FL  
Bid#12-0123 – Used Textbooks, Workbooks and Educational Materials**

**Appendix – A**

**Discount & Product Information:**

**Pre-Owned Textbooks K-12 Catalog – Additional 5%\* Discount**

For over 130 years, FES has been the leading provider of quality pre-owned textbooks to K-12 schools and districts (the same textbooks you would otherwise buy brand new from publishers at substantially higher prices). Every pre-owned textbook we sell undergoes a thorough quality inspection and reconditioning process backed by a 100% Satisfaction Guarantee, so you can buy with confidence. FES also offers a large selection of "like new" textbooks and workbooks that have never been issued to a student or used in a classroom. We offer **up to 75%** savings over publisher net prices. We are offering an additional 5-10%\* discount off FES Prices in our catalog. Your satisfaction with your order is guaranteed. Discounts do not apply to Premium ("like new" never been issued to a student or used in a classroom) Textbooks and Workbooks, FollettBound, Dictionaries, Thesauruses, Reference Books, Playaway, Audio Visual and Professional Development Materials.

\* Please contact your account manager for the discounted titles.

**Supplemental Materials K-12 Catalog - Additional 5%\* Discount**

FES offers brand-new classroom literature, literature study guides, test preparation materials, dictionaries, thesauruses and reference books **up to 45%** savings over publisher prices. We are offering an additional 5%\* discount off FES Prices in our catalog. Published prices and titles are subject to change. Please call account manager for latest pricing and availability. The discount does not apply to FollettBound, Dictionaries, Thesauruses, Reference Books, Playaway, Audio Visual and Professional Development Materials.

\* Please contact your account manager for the discounted titles.

**Shipping & Handling Fees:**

Pre-Owned Textbooks K-12 Catalog – 9 1/2% or minimum \$5.00  
Supplemental Materials K-12 Catalog – No charge

**Payment Terms:**

Net 30 Days

**Turn Your Surplus Textbooks Into Cash or Credit!**

Follett Educational Services, Inc.  
1433 Internationale Parkway, Woodridge, IL 60517-4941 • www.fes.follett.com  
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