



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 #0531 FOR BOOKS AND EDUCATIONAL MATERIALS

Bids to provide 'Books and Educational Materials' were received from 23 vendors on January 28, 2010. The bids of Baker & Taylor, Inc., Barnes & Noble, Borders Books and Music, Budgettext, Complete Book and Media Supply, Davidson Titles, Inc., Delaney Educational Enterprises, Inc., Follett Educational Services, Inc., Follett Library Resources, Inc., and The Book Company were the best low bids meeting the advertised specifications based on a sample list. 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 and internal accounts of the schools and departments.

Requested by:
Schools and
Departments

"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: 02-23-10

Fiscal Impact:

Not to exceed
\$250,000.00

Funding:

Operating and
Internal Accounts

Recommended Motion: That the bids of Baker & Taylor, Inc., Barnes & Noble, Borders Books and Music, Budgettext, Complete Book and Media Supply, Davidson Titles, Inc., Delaney Educational Enterprises, Inc., Follett Educational Services, Inc., Follett Library Resources, Inc., and The Book Company, to provide 'Books and Educational Materials' in an amount not to exceed \$250,000.00, be approved for award and purchase.

(over)

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

			Baker & Taylor, Inc.		Barnes & Noble		Borders Books and Music	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment		5%*		0%	0%	5-12%*	5-12%*
2.	Hard-back Books		28%		20-25%	20-25%	20-25%*	20-25%*
3.	Soft-back Books		23%		20-25%	20-25%	20-25%*	20-25%*
4.	Audio Books		28%		20-25%	20-25%	20-25%*	20-25%*
5.	Balance of Product Line - Minimum Discount		See Note		0%	0%	0-25%*	0-25%*
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.			ISBN	List Price	List Price	List Price	List Price	List Price
Textbooks - Dual Enrollment								
6.	INTRO TO MASS COMMUNICATION	9780073378909		\$119.42	\$117.75		\$110.63	
7.	DISCOVER BIOLOGY	9780393931617		\$99.85	\$98.75		\$92.50	
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805			\$61.80		\$61.80	
9.	INTRO TO TECHNICAL MATH	978032137417-2		\$146.67	\$146.67		\$146.67	
Hard-back Books								
10.	ODDEST OF ALL	9780152058081		\$11.52	\$16.00		\$16.00	
11.	KENDRA	9780439925365		\$12.23	\$16.99		\$16.99	
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741		\$3.56	\$4.95		\$4.95	
13.	THE RAINBOW FISH	9781558580091		\$13.64	\$18.95		\$18.95	

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

			Budgettext		Capstone Publishers		Complete Book & Media Supply	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment						5-12%	
2.	Hard-back Books		35%*	35%*	25-30%*		20-35%	
3.	Soft-back Books		35%*	35%*			25-35%	
4.	Audio Books				0%		20-35%	
5.	Balance of Product Line - Minimum Discount		35%*	35%*			5-35%	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.			ISBN	List Price	List Price	List Price		
Textbooks - Dual Enrollment								
6.	INTRO TO MASS COMMUNICATION	9780073378909					\$110.63	
7.	DISCOVER BIOLOGY	9780393931617					\$98.75	
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805					\$61.80	
9.	INTRO TO TECHNICAL MATH	978032137417-2					\$146.67	
Hard-back Books								
10.	ODDEST OF ALL	9780152058081		\$16.00			\$16.00	
11.	KENDRA	9780439925365		\$16.99			\$16.99	
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741		\$4.95			\$4.95	
13.	THE RAINBOW FISH	9781558580091		\$18.95			\$18.95	

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Bid opening: January 28, 2010 at 2:00 p.m.

			Davidson Titles, Inc.		Delaney Educational Enterprises, Inc.		ETA/Cuisenaire, a Div of A.Daigger & Co., Inc.	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment		6%	6%			*	
2.	Hard-back Books		20%	20%	10-30%		*	
3.	Soft-back Books		20%	20%	20%		*	
4.	Audio Books		10%	10%	10%		*	
5.	Balance of Product Line - Minimum Discount		5%	5%	10%		*	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.		ISBN	List Price		List Price		List Price	
Textbooks - Dual Enrollment								
6.	INTRO TO MASS COMMUNICATION	9780073378909	\$123.00					
7.	DISCOVER BIOLOGY	9780393931617	\$103.00					
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805	\$61.80					
9.	INTRO TO TECHNICAL MATH	978032137417-2	\$146.67					
Hard-back Books								
10.	ODDEST OF ALL	9780152058081	\$16.00		\$16.00			
11.	KENDRA	9780439925365	\$16.99		\$16.99			
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741	\$4.95		\$4.95			
13.	THE RAINBOW FISH	9781558580091	\$18.95		\$18.95			

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Tabulation for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

			Follett Educational Services, Inc.		Follett Library Resources, Inc.		Gareth Stevens Classroom	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment		5-10%		*up to 45%			
2.	Hard-back Books		20-30%		*up to 45%			
3.	Soft-back Books		25-35%		*up to 45%		0%*	
4.	Audio Books		15%		**net catalog			
5.	Balance of Product Line - Minimum Discount		5-10%		*up to 45%		0%	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.			ISBN	List Price	List Price	List Price		
Textbooks - Dual Enrollment								
6.	INTRO TO MASS COMMUNICATION	9780073378909		\$118.00	Out of Print			
7.	DISCOVER BIOLOGY	9780393931617			\$95.96			
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805		\$61.80	Direct Order			
9.	INTRO TO TECHNICAL MATH	978032137417-2		\$146.67	\$146.66			
Hard-back Books								
10.	ODDEST OF ALL	9780152058081		\$16.00	\$13.60			
11.	KENDRA	9780439925365		\$16.99	\$14.44			
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741		\$4.95	Direct Order			
13.	THE RAINBOW FISH	9781558580091		\$18.95	\$16.10			

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Tabulation for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

			Gareth Stevens Publishing		Heinemann-Raintree Classroom		Heinemann-Raintree Library	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment							
2.	Hard-back Books		25%*				30% off list	
3.	Soft-back Books				0%*			
4.	Audio Books							
5.	Balance of Product Line - Minimum Discount		0%					
	THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.		ISBN	List Price	List Price	List Price	List Price	List Price
Textbooks - Dual Enrollment								
6.	INTRO TO MASS COMMUNICATION	9780073378909						
7.	DISCOVER BIOLOGY	9780393931617						
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805						
9.	INTRO TO TECHNICAL MATH	978032137417-2						
Hard-back Books								
10.	ODDEST OF ALL	9780152058081						
11.	KENDRA	9780439925365						
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741						
13.	THE RAINBOW FISH	9781558580091						

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Bid opening: January 28, 2010 at 2:00 p.m.

			Junior Library Guild		Power Kids Press		Red Brick Learning	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment							
2.	Hard-back Books		20%*	20%*	25%*			
3.	Soft-back Books						0%*	
4.	Audio Books							
5.	Balance of Product Line - Minimum Discount							
	THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.		ISBN	List Price	List Price	List Price	List Price	List Price
Textbooks - Dual Enrollment								
6.	INTRO TO MASS COMMUNICATION	9780073378909						
7.	DISCOVER BIOLOGY	9780393931617						
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805						
9.	INTRO TO TECHNICAL MATH	978032137417-2						
Hard-back Books								
10.	ODDEST OF ALL	9780152058081						
11.	KENDRA	9780439925365						
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741						
13.	THE RAINBOW FISH	9781558580091						

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Bid opening: January 28, 2010 at 2:00 p.m.

DESCRIPTION		Rosen Publishing		Rosen Classroom	
		% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment				
2.	Hard-back Books	25%*			
3.	Soft-back Books			0%*	
4.	Audio Books			0%*	
5.	Balance of Product Line - Minimum Discount	0%		0%*	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.		ISBN	List Price	List Price	
Textbooks - Dual Enrollment					
6.	INTRO TO MASS COMMUNICATION	9780073378909			
7.	DISCOVER BIOLOGY	9780393931617			
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805			
9.	INTRO TO TECHNICAL MATH	978032137417-2			
Hard-back Books					
10.	ODDEST OF ALL	9780152058081			
11.	KENDRA	9780439925365			
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741			
13.	THE RAINBOW FISH	9781558580091			

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			The Book Company		Weekly Reader		Windmill Books	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
1.	Textbooks - Dual Enrollment							
2.	Hard-back Books		35%				30%*	
3.	Soft-back Books		35%		0%			
4.	Audio Books		35%					
5.	Balance of Product Line - Minimum Discount				0%		0%	
THE ABOVE DISCOUNTS WILL APPLY TO THE SAMPLE LIST BELOW.			ISBN	List Price	List Price	List Price	List Price	
Textbooks - Dual Enrollment								
6.	INTRO TO MASS COMMUNICATION	9780073378909						
7.	DISCOVER BIOLOGY	9780393931617						
8.	CAREER FITNESS PROGRAM: EXERCISING YOUR OPTIONS	9780135029805						
9.	INTRO TO TECHNICAL MATH	978032137417-2						
Hard-back Books								
10.	ODDEST OF ALL	9780152058081		\$16.00				
11.	KENDRA	9780439925365		\$16.99				
12.	7 HABITS OF HIGHLY EFFECTIVE TEENS	9780762414741		\$4.95				
13.	THE RAINBOW FISH	9781558580091		\$18.95				

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			Baker & Taylor, Inc.		Barnes & Noble		Borders Books and Music	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
Soft-back Books								
14.	COMPANY OF SWANS	9780142409404	\$7.69		\$9.99		\$9.99	
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056	\$23.06		\$29.95		\$29.95	
16.	PURE SUNSHINE	9780439279895	\$6.15		\$7.99		\$7.99	
17.	THE FREEDOM WRITERS	9780385494229	\$11.54		\$14.99		\$14.99	
Audio Books								
18.	ON THE LINE	9781600248573	\$25.19		\$34.98		\$34.98	
19.	CHARLOTTE'S WEB	9780807208526	\$19.44		\$27.00		\$27.00	
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254	\$21.59		\$29.99		\$29.99	
21.	THE BLIND SIDE	9780307715067	\$14.40		\$20.00		\$20.00	
			See Note		See Note		See Note	
			Lee Ann Queen		Michael Phillips		Morgan Schlicker	
			2550 W. Tyvola Rd.		4010 South Tamiami Trail		3800 South Tamiami Trail	
			Suite 300		Sarasota, FL 34231		Sarasota, FL 34239	
			Charlotte, NC 28217					
			800.775.1800		941.923.9907		941.366.7970	
			704.998.3260		941.923.9510		941.366.7982	
			561761729		061196501		382104285	
			bids@baker-taylor.com		crm2737@bn.com		csb@bordersgroupinc.com	

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Bid opening: January 28, 2010 at 2:00 p.m.

DESCRIPTION			Budgettext		Capstone Publishers		Complete Book & Media Supply	
			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
Soft-back Books								
14.	COMPANY OF SWANS	9780142409404	\$9.99				\$9.99	
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056	\$29.95				\$29.95	
16.	PURE SUNSHINE	9780439279895	\$7.99				\$7.99	
17.	THE FREEDOM WRITERS	9780385494229	\$14.99				\$14.99	
Audio Books								
18.	ON THE LINE	9781600248573					\$34.98	
19.	CHARLOTTE'S WEB	9780807208526					\$27.00	
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254					\$29.99	
21.	THE BLIND SIDE	9780307715067					\$20.00	
			See Note		See Note			
			Lea Tyler		Connie Ruyter		Jessica Kelly	
			1936 North Shiloh Dr. Fayetteville, AR 72704		151 Good Counsel Drive PO Box 669 Mankato, MN 56002-0669		715 Discovery Blvd., #301 Cedar Park, TX 78613	
			888.888.2272		507.385.8486		800.986.1775	
			866.285.9952		888.262.0705		512.616.0410	
			710654575		411723924		742852244	
			sales@ budgettext.com		bids@ capstonepub.com		jessica@ completebook.com	

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			Davidson Titles, Inc.		Delaney Educational Enterprises, Inc.		ETA/Cuisenaire, a Div of A.Daigger & Co., Inc.	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
Soft-back Books								
14.	COMPANY OF SWANS	9780142409404	\$9.99		\$9.99			
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056	\$29.95		\$29.95			
16.	PURE SUNSHINE	9780439279895	\$7.99		\$7.99			
17.	THE FREEDOM WRITERS	9780385494229	\$14.99		\$14.99			
Audio Books								
18.	ON THE LINE	9781600248573			\$34.98			
19.	CHARLOTTE'S WEB	9780807208526	\$27.00		\$27.00			
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254	\$29.99		\$29.99			
21.	THE BLIND SIDE	9780307715067	\$20.00		n/a			
			See Note		See Note		See Note	
			Brenda T. Davidson PO Box 3538 Jackson, TN 38303-3538		Monica Khoury 1455 West Morena Blvd. San Diego, CA 92110		Carolyn Vanco 500 Greenview Court Vernon Hills, IL 60061	
			800.433.3903		800.788.5557		800.445.5985 x5177	
			800.787.7935		800.660.2199		888.333.9588	
			621076296		731652998		360972955	
			brenda@ davidsontitles.com		deebooks@ deebooks.com		cvanco@ etacuisenaire.com	

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Tabulation for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

			Follett Educational Services, Inc.		Follett Library Resources, Inc.		Gareth Stevens Classroom	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
Soft-back Books								
14.	COMPANY OF SWANS	9780142409404	\$8.99		\$7.64			
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056	\$29.95		Out of Print			
16.	PURE SUNSHINE	9780439279895	\$7.99		\$5.19			
17.	THE FREEDOM WRITERS	9780385494229	\$13.95		\$12.74			
Audio Books								
18.	ON THE LINE	9781600248573	n/a until June 2011 per publisher		\$34.98			
19.	CHARLOTTE'S WEB	9780807208526	\$27.00		\$26.96			
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254	\$29.99		\$29.99			
21.	THE BLIND SIDE	9780307715067	\$20.00		\$19.96			
			See Note		See Note		See Note	
			John F. Fleming		J. Scott Chain		Cheri A. Sandlin	
			1433 Internationale Parkway Woodridge, IL 60517		1340 Ridgeview Drive McHenry, IL 60050		111 E. 14th St., Suite 349 New York, NY 10003	
			800.621.4272		888.511.5114		877.444.0210	
			800.638.4424		800.852.5458		888.436.4643	
			201607100		201607197		270404519	
			bidadmin@fes.follett.com		orders@flr.follett.com sales@flr.follett.com		bids@garethstevenspub.com	

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			Gareth Stevens Publishing		Heinemann-Raintree Classroom		Heinemann-Raintree Library	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
Soft-back Books								
14.	COMPANY OF SWANS	9780142409404						
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056						
16.	PURE SUNSHINE	9780439279895						
17.	THE FREEDOM WRITERS	9780385494229						
Audio Books								
18.	ON THE LINE	9781600248573						
19.	CHARLOTTE'S WEB	9780807208526						
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254						
21.	THE BLIND SIDE	9780307715067						
			See Note		See Note		See Note	
			Cheri A. Sandlin		Connie Ruyter		Connie Ruyter	
			111 E. 14th St., Suite 349 New York, NY 10003		151 Good Counsel Drive PO Box 669 Mankato, MN 56002-0669		151 Good Counsel Drive PO Box 669 Mankato, MN 56002-0669	
			800.542.2595		507.385.8486		507.385.8486	
			877.542.2596		888.844.5329		888.844.5329	
			270404519		263420646		263420646	
			bids@gspub.com		bids@capstonepub.com		bids@capstonepub.com	

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			Junior Library Guild		Power Kids Press		Red Brick Learning	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
Soft-back Books								
14.	COMPANY OF SWANS	9780142409404						
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056						
16.	PURE SUNSHINE	9780439279895						
17.	THE FREEDOM WRITERS	9780385494229						
Audio Books								
18.	ON THE LINE	9781600248573						
19.	CHARLOTTE'S WEB	9780807208526						
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254						
21.	THE BLIND SIDE	9780307715067						
			See Note		See Note		See Note	
			Ryan Hudson		Cheri A. Sandlin		Connie Ruyter	
			7858 Industrial Parkway Plain City, OH 43064		29 E. 21st St. New York, NY 10010		151 Good Counsel Drive PO Box 669 Mankato, MN 56002-0669	
			800.325.9558		800.237.9932		507.385.8486	
			800.827.3080		888.436.4643		888.574.5570	
			593263895		133129750		161622719	
			jlg bids@ juniorlibraryguild.com		bidslib@rosenpub.com		bids@capstonepub.com	

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DESCRIPTION			Rosen Publishing		Rosen Classroom	
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Soft-back Books						
14.	COMPANY OF SWANS	9780142409404				
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056				
16.	PURE SUNSHINE	9780439279895				
17.	THE FREEDOM WRITERS	9780385494229				
Audio Books						
18.	ON THE LINE	9781600248573				
19.	CHARLOTTE'S WEB	9780807208526				
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254				
21.	THE BLIND SIDE	9780307715067				
			See Note		See Note	
			Cheri A. Sandlin 29 E. 21st St. New York, NY 10010		Cheri A. Sandlin 29 E. 21st St. New York, NY 10010	
			800.237.9932		800.237.9932	
			888.436.4643		888.436.4643	
			133129750		133129750	
			bids@rosenpub.com		bids@rosenpub.com	

THE SCHOOL BOARD OF SARASOTA COUNTY

Tabulation for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

			The Book Company		Weekly Reader		Windmill Books	
DESCRIPTION			% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount	% Delivery Discount	% Pick-Up Discount
Soft-back Books								
14.	COMPANY OF SWANS	9780142409404	\$9.99					
15.	READY-TO-USE CONFLICT RESOLUTION ACTIVITIES FOR SECONDARY STUDENTS	9780130429056	\$29.95					
16.	PURE SUNSHINE	9780439279895	\$7.99					
17.	THE FREEDOM WRITERS	9780385494229	\$14.99					
Audio Books								
18.	ON THE LINE	9781600248573	\$34.98					
19.	CHARLOTTE'S WEB	9780807208526	\$27.00					
20.	NO LIMITS: THE WILL TO SUCCEED	9780743582254	\$29.99					
21.	THE BLIND SIDE	9780307715067	\$20.00					
								See Note
			Douglas Greenhut		Melissa McConnell		Cheri A. Sandlin	
			601 N. Congress Ave., #201 Delray Beach, FL 33445		3001 Cindel Drive Delran, NJ 08075		303 Park Avenue South Suite 1280 New York, NY 10010-3657	
			866.229.7976 x6		800.446.3355		866.478.0556	
			866.602.5324		856.786.3360		866.814.2764	
			650668309		133603780		262930968	
			roni@ mybookco.com		support@ weeklyreader.com		bids@windmillbooks.com	
			NO BID Received from: School Specialty		Witnessed by: Joyce Haney Recorded by: JoAnn Joyce			

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bidder Notes for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

Baker & Taylor, Inc.	<p>Item 1: Titles which receive minimal publisher discount will be invoiced at publisher's list price. Titles where B&T 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.</p> <p>Item 5: Discount varies based upon the category of book material. Please see Attachment A for a complete discount outline.</p>
Borders Books and Music	Items 1 - 5: See Attachment A.
Budgetext	Items 2, 3 & 5: See following page for explanation.
Capstone Publishers	* Reinforced library bindings. Reflected as school/library price in catalog. ** We are unable to quote prices on the sample list above. We are a publisher and none of the listed books are out titles.
Davidson Titles, Inc.	Items 1 - 5: Internet and interactive online catalogs reflect the discounted prices from list prices. These discounts stated are not additional discounts from already listed prices.
Delaney Educational Enterprises, Inc.	See attached notes.
ETA/ Cuisenaire, a Div of A. Daigger & Co., Inc.	*Items 1 - 5: 2010 ETA/Cuisenaire Math/Science Catalog discount 18%. 2010 ETA/Cuisenaire reading catalog discount 6%. All item numbers with the letter P in the 3rd position of the item number (i.e. XXP-XXXX) are excluded from catalog discount. See additional notes.
Follett Educational Services, Inc.	See attached notes.
Follett Library Resources, Inc.	<p>Items: 1, 2, 3 & 5: Follett Library Resources, Inc., online catalog prices reflect up to 45% 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 online catalog, www.titlewave.com, reflects 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. See enclosed for further information.</p> <p>Item 4: Follett Library Resources, Inc., offers Playaway, MP3-CD, DVD, Blu Ray DVD, CD, Read-Along Kit, VHS and audiocassette titles. There is no charge for shipping of audiovisual materials. In addition, Follett Library Resources, Inc., offers full processing for every audiovisual title.</p>
Gareth Stevens Classroom	*Item 3: Catalog prices reflect a 12-15% discount off of list.
Gareth Stevens Publishing	*Item 2: Catalog reflects a 25% discount off list and list price. Shipping is FREE on all orders.
Heinemann-Raintree Classroom	Item 3: Various programs are discounted 5-10%. Catalog pricing reflects discounts. We are unable to quote prices on the sample list above. We are a publisher and none of the listed titles are ours.
Heinemann-Raintree Library	Orders with Library processing may take up to 2-2 1/2 weeks. Item 2: Reinforced library bindings only. We are unable to quote prices on the sample list above. We are a publisher and none of the listed titles are ours.
Junior Library Guild	Item 2: Our books are priced at \$13.95, \$9.00, or \$5.00 per copy. Catalogs provided are already discounted and reflect a discount of 20-70% off the publisher's retail price. Book prices mentioned guaranteed for length of contract. Catalogs provided expire in April. New ones will be provided to schools upon bid award.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Bidder Notes for Books and Educational Materials - Bid #0531

Bid opening: January 28, 2010 at 2:00 p.m.

Power Kids Press	Item 2: Catalog reflects both list and a 25% discount off list. Shipping is free on all orders.
Red Brick Learning	Item 3: Various programs are discounted 5-10%. Catalog pricing reflects discounts. We are unable to quote prices on the sample list above. We are a publisher and none of the listed titles are ours.
Rosen Publishing	Item 2: Catalog reflects both list and a 25% discount off list. Shipping is free on all orders.
Rosen Classroom	Items: 3, 4 & 5: Catalog price reflects a 12-15% discount off list.
Windmill Books	Item 2: Catalog reflects both list and a 30% discount off list. Shipping is free on all orders.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA
Books and Educational Materials - Bid #0531

JUSTIFICATION FOR AWARD OTHER THAN APPARENT LOW BID

BIDDER	REASON FOR NOT AWARDING
Capstone Publishers	All rejected. Unable to evaluate. Vendor did not provide prices for sample list of books.
ETA/Cuisenaire, a Div of A. Daigger & Co., Inc.	
Gareth Stevens Classroom	
Gareth Stevens Publishing	
Heinemann-Raintree Classroom	
Heinemann-Raintree Library	
Junior Library Guild	
Power Kids Press	
Red Brick Learning	
Rosen Publishing	
Rosen Classroom	
Weekly Reader	
Windmill Books	



BAKER & TAYLOR

the future delivered

January 26, 2010

Purchasing Office
The School Board of Sarasota County, Florida
101 Old Venice Road
Osprey, FL 34229

RE: Books and Educational Materials – Bid #0531
DUE: January 28, 2010 @ 2:00pm

Dear Purchasing Agent:

Thank you for allowing Baker & Taylor, Inc., the opportunity to bid on subject solicitation for the School Board of Sarasota County. We have carefully reviewed the requirements and are confident we can satisfy the specifications of the School Board. Please review the following, and accept this letter as part of Baker & Taylor, Inc.'s comprehensive bid proposal. Any additional information or clarification to terms appears below, following the format of the bid document.

INVITATION TO BID

Contract Duration

Contract period will be as stated.

Default

As a wholesaler, Baker & Taylor must rely on publishers to produce the titles requested. We will make every effort to obtain the requested material within the desired time period, however, should requested materials be, for any reason, unavailable to Baker & Taylor, Baker & Taylor will not be held liable for expenses incurred by the School Board to obtain this material from outside sources.

Bid And Purchase Order Agreement

Upon award of this bid by the School Board of Sarasota County to Baker & Taylor, this document submitted by Baker & Taylor and the Bid Document submitted by the School Board will become part of the Contract agreement between the two parties.

If purchase order is used as the only form of notification of bid acceptance, please send the first purchase order directly to my attention at our Pricing Services Department in order to ensure proper assignment of the current bid terms:

Baker & Taylor, Inc.
Attn: Jennifer Rhyne, Pricing Services
2550 West Tyvola Road; Suite 300
Charlotte, NC 28217

(If formal bid acceptance notification is sent to Baker & Taylor, then normal ordering procedures can be followed for the first order.)

Delivery

- a. Baker & Taylor will provide all books F.O.B. Destination, with **Free Shipping** from your primary service center in Commerce, GA. Staff account orders (personal use) will be charged freight and delivered F.O.B. Shipping Point.
- b. In stock items will be shipped within 2-4 working days after receipt of purchase order (typically delivered within 5-7 days after receipt of order). Please allow an additional 5-7 days for cataloged or processed orders and an additional 6-8 weeks for Vinabind prebinding services. We ship items in two cycles:
 - 1st Cycle:** The first shipment includes all in-stock items ordered. An invoice and status report will be mailed within 1-2 business days of the product shipment date, reporting on all items shipped and detailing the status of items not shipped.
 - 2nd Cycle:** Baker & Taylor will ship or report on all titles ordered, not shipped in the 1st cycle. Per your request, the second shipment will be within 30 days after receipt of order.
 - Backorder:** Any titles not immediately available from our title stock will be promptly backordered. Occasionally, backordered titles are not received from the publisher within the second shipment timeframe. In these instances, the school will have the option of consolidating the backordered titles with the next shipment or canceling the order.

Quality

Baker & Taylor will accept return of items that are damaged, defective, or incorrectly shipped. Please see the attached returns policy for further details on credits and returns. Additionally, your Customer Service Representative, Ms. Sandra Whitfield, is available to assist you with any questions regarding returns. Sandra can be reached at 800-775-1200, ext. 2770.

Inspection, Identification and Acceptance

- a. Baker & Taylor will provide all books F.O.B. Destination, with **Free Shipping** from your primary service center in Commerce, GA. Staff account orders (personal use) will be charged freight and delivered F.O.B. Shipping Point.
- b. Please see the attached Baker & Taylor Returns Policy.
- c. Baker & Taylor's enhanced shipping label includes the pack date, freight carrier, purchase order number, account number, B&T picklist number, carton number and individual carton weight. Each carton in a shipment is numbered, and the final carton also indicates total carton count (e.g. 1,2,3, and 4 of 4). Shipping labels will be marked as designated by the District.
- d. Please see the attached Baker & Taylor Returns Policy.

Rejected Items

Baker & Taylor will accept return of items that are damaged, defective, or incorrectly shipped. Please see the attached returns policy for further details on credits and returns. Additionally, your Customer Service Representative, Ms. Sandra Whitfield, is available to assist you with any questions regarding returns. Sandra can be reached at 800-775-1200, ext. 2770.

BID SPECIFICATIONS

Term of Contract

Contract period will be as stated. Baker & Taylor reserves the right to renew the terms and conditions of the contract if mutually agreeable to the contracting parties.

Pricing

Baker & Taylor is pleased to offer to the School Board of Sarasota County discounts from the current publisher's list price. The discounts extended by Baker & Taylor are discounts from the current publisher's list price, however, publisher's list price is subject to change without notice. Your discount will be applied to the publisher's list price at the time of shipment. Please refer to (Attachment A) for additional information.

Additionally, please find enclosed a brief description of Baker & Taylor's category types and their definitions (Attachment B). This will clarify to the District the criteria used to classify a particular binding category.

"Baker & Taylor's Enhanced Services Program" (Attachment C) describes in detail a valuable service that will save time and money when procuring titles from small and hard to find publishers. By utilizing B&T's vast publisher and title database, the schools can purchase a wide variety of low demand and small print run titles from associations and limited edition, repayment, and non-returnable publishers. These titles will be invoiced at list price plus a \$4.95 per unit surcharge.

Balance of Product Line Pricing

Prices listed for specific items (p. 14, items 6-21) will be held firm for 90 days; thereafter, the appropriate discount (as outlined on Attachment A) will be applied to the publisher's list price at the point of shipment. Discounts outlined on p. 14, items 1-5 and on Attachment A will be held firm throughout the contract period, however, publishers' list prices are subject to change.

Method of Ordering

Please note below our mailing address, telephone number, and fax number for ordering:

Baker & Taylor, Inc.

Attn: Ordering Department
3584 Old Maysville Road
Commerce, GA 30529

Toll-Free Telephone Orders: 800-775-1100

Toll-Free Fax Orders: 800-775-7480

School Selection (On-Line Selection and Ordering Tool)

Our online site, created exclusively for schools, is designed to allow librarians to search for titles and to place orders via the Internet. The one million titles selected for this site are positively reviewed and/or award-winning titles along with special curriculum supporting titles belonging to a key series or publisher.

Features include:

- *Select product by searching our extensive book title database of over one million titles. (Each entry displays B&T stock levels, with inventory updated daily).*
- *Search by a variety of criteria including title, author, ISBN, keyword, library subject, Dewey class, binding, publisher, awards, reviews, or Accelerated Reader, to name a few.*
- *Additional filters include publication date, language, binding type and grade level.*
- *Full text reviews are available for many titles (review sources are School Library Journal, Library Journal, Publishers Weekly, Criticas, Booklist, Book Report, Horn Book Guide, Horn Book Magazine, Library Media Connection, Library Talk, PW Annex, Technology Connection, E-Streams, and CD-Hotlist).*
- *Online collection analysis to evaluate a library's collection and provide title recommendations. Our Collection Analysis Tool (CAT) is available to*

-Analyze your library's current collection

-Compare your collection to a choice of standard bibliographies

- Convert your Holdings Analysis data into user-friendly graphs/charts
- Provide a Weeding List of suggested titles to purge
- Provide a Recommendation List of titles to purchase to fill in the gaps in your collection

- Create a quotation with prices valid for 60 days, using our Quotation feature.
- Create and maintain a shopping cart. All titles will display the publisher's list price. Titles selected for your cart will also display your discounted price.
- Send the order to Baker & Taylor via the Internet.
- Receive order confirmation within minutes of sending the order.

School Selection can be accessed by any computer with Internet Explorer (version 5.0 or higher), and an internet connection of 56K or higher. In addition, School Selection is also compatible with MAC systems (OS9.x) in conjunction with either Internet Explorer or Netscape browsers.

Please see our website, www.baker-taylor.com, for details.

Delivery

Please see Section "Invitation to Bid", Item "Delivery b." for delivery information.

Baker & Taylor will provide all books F.O.B. Destination, with **Free Shipping** from your primary service center in Commerce, GA. Staff account orders (personal use) will be charged freight and delivered F.O.B. Shipping Point.

Invoices

Baker & Taylor's invoices will list unit price, unit discount, total discounted price, and purchase order number. The name of the person requesting the materials will appear only if included as part of the purchase order number. Baker & Taylor invoices can list books alphabetically by author or title, or in the same sequence as the original purchase order. Items not shipped will be listed on our status report, which will accompany your invoice. An invoice and status report will report on all items shipped, detailing the status of items not shipped.

Baker & Taylor's payment terms are Net 30 days from the date of invoice.

Return Agreement

Baker & Taylor will accept return of items that are damaged, defective, or incorrectly shipped. Please see the attached returns policy for further details on credits and returns. Additionally, your Customer Service Representative, Ms. Sandra Whitfield, is available to assist you with any questions regarding returns. Sandra can be reached at 800-775-1200, ext. 2770.

ADDITIONAL INFORMATION ABOUT BAKER & TAYLOR'S SERVICES

Cataloging and Processing

In addition to the discounts and pricing outlined on the Bid Form, Baker & Taylor would like to extend the following pricing for Cataloging & Processing services for books purchased from our firm:

Automated Processing **FREE OF CHARGE**
 (includes a mylar jacket, spine label, date due slip,
 label protector, MARC record, and a barcode)

Baker & Taylor's expertise in cataloging is built upon our cataloging system (B&T MARC) which produces its MARC and MicroLIF records from a database containing over 4.2 million records. Baker & Taylor's automated bibliographic records are user-friendly, compatible with virtually every software system, and contain full cataloging information for more books than any other book distributor. Records will be provided for any title cataloged through Library of Congress. Please note, not all books are cataloged through Library of Congress.

MARC Records Online

Baker & Taylor's MARC records for book or spoken word are available via our website at www.baker-taylor.com. This service is designed to allow registered customers to download the MARC record file associated with their Baker & Taylor shipment. By downloading the file through the Internet, there is no delay in receiving the MARC record information. For additional information, please contact your Customer Service Representative, Ms. Sandra Whitfield, at 800-775-1200, ext. 2770.

Customer Service

Your Customer Service Representative, Sandra Whitfield, is available to answer any questions you may have and can be reached at (800) 775-1200 ext. 2770. In addition, your Account Manager, Julie Cole, will be able to assist you on a local basis to insure accurate order and service fulfillment. Julie can be reached by calling (813) 719-8589.

Ordering

Baker & Taylor offers the following variety of ordering methods for books available to the **School Board of Sarasota County**. Orders may be placed by phone, fax, electronically, or by mail.

Baker & Taylor - Attention Order Dept.
Commerce Service Center
3584 Old Maysville Rd
Commerce, GA 30529

Toll-Free Telephone Orders: (800) 775-1100
Toll-Free Fax Orders: (800) 775-7480

www.baker-taylor.com
(School Selection)

Online Customer Support

Online Customer Support (OCS) is available to the School Board via our website at www.baker-taylor.com. OCS is Baker & Taylor's free web-based account management system. OCS's sophisticated search options include the ability to query orders by Purchase Order Number, B&T Number, ISBN, and Order Date Range. You can also view detailed information, including order and account status, warehouse location, quantities and prices, and shipping details for UPS shipments. There's even an option that helps you print invoices and order details for your records. Instant access, up to date information, and easy to use tools make OCS one more way we are making it easier for the District to do business with Baker & Taylor, Inc. For additional information, please contact your Customer Service Representative, Sandra Whitfield, at (800) 775-1200 ext. 2770.

Order Typing Service

Baker & Taylor's Order Typing Service allows you the convenience of submitting handwritten orders, or simply stapling your purchase orders to pages torn or copied from various publications. For each desired item, include the title, author, and ISBN, if possible. All typing is done for you. This typing support includes the list price you'll be charged for each title. This service is completely FREE OF CHARGE.

Paperback Prebinding/Cover Lamination

Baker & Taylor offers two methods of prebinding paperback materials: **Kapco** or **Vinabind**. Both are recognized by the Library Binding Institute.

The **Kapco** method uses clear, thick, plastic sheets, adhered directly to the original paperback cover. This covers the entire book to protect the spine, front, and back covers. Cost for this process is **\$1.99/unit**.

The **Vinabind** method allows the entire original paperback cover to be retained. The cover is constructed of Davey Binders board and then covered with a polyvinyl lamination. The spine is reinforced using a strong double-fan adhesive binding. Cost for this process is **\$4.50/unit**.

BT Bound and Paw Prints Editions

Baker & Taylor is pleased to offer BT Bound and Paw Prints Books. These books feature the true-to-life color and appeal of the original cover art, over-laid with the toughest Mylar available. Books are cased in with a strong, reinforced hinge and durable two-part, acid free folded end sheet. Attention to superior construction and binding provides durable, appealing books your readers will love.

These books carry a life time guarantee. If, at any time, an edition does not live up to your expectations, we will replace or repair it at no charge. Contact your Customer Service Representative to arrange for a return. Stamped or processed books will not be accepted for refunds unless they are physically defective. Please check your order carefully before applying stamps, labels, or pockets.

CONCLUSION

Should you require any additional information regarding any products or services available from Baker & Taylor, please contact our Information Services Department at (800) 775-1800.

Please forward all future solicitations to the following address:

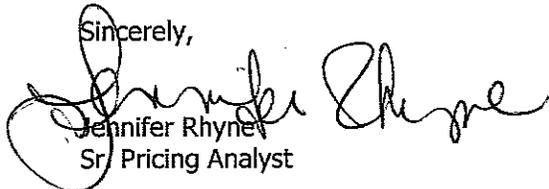
Baker & Taylor, Inc.
Attn: Pricing Services
2550 West Tyvola Road, Suite 300
Charlotte, NC 28217

Fax: 704-998-3260
E-mail: bids@baker-taylor.com

We look forward to a favorable reply to our offer and the opportunity to be of service. Please provide an award notification and tabulation of results for this solicitation. Your account profiles will be updated to reflect the terms of this contract, upon receipt of award notification.

Thank you for your time and consideration in this matter.

Sincerely,



Jennifer Rhyne
Sr. Pricing Analyst

cc: Julie Cole, Account Manager

Baker & Taylor, Inc.
Discount Terms and Conditions of Sale (Firm Order Book)
School Board of Sarasota County
Osprey, FL

Baker & Taylor, Inc. is pleased to offer the discount terms and conditions contained in this Attachment A. The pricing grid below provides discounts for each product category offered by Baker & Taylor.

Product Category	Category Definition *	Discount
I.	Adult Trade Hardcover Editions (Popular Fiction & Non-Fiction)	28.0 %
II.	Juvenile Trade Hardcover Editions (Popular Fiction & Non-Fiction)	28.0 %
III.	Adult Quality Paperback Editions (Popular Fiction & Non-Fiction)	23.0 %
IV.	Juvenile Quality Paperback Editions (Popular Fiction & Non-Fiction)	23.0 %
V.	Mass Market Paperback Editions	23.0 %
VI.	Single Edition Reinforced (Juvenile)	27.0 %
VII.	Publisher's Library Edition (Juvenile)	21.0 %
VIII.	University Press Trade Editions	5.0 %
IX.	Text, Technical, Reference, Small Press, and/or 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 % plus \$4.95/unit****
XII.	Spoken Word Audio (primarily abridged)	28.0 %
XIII.	Board Books	27.0 %
XIV.	Novelty Items/Activity Books	27.0 %
XV.	Special Programs, such as: - PawPrints Editions - BT Bound Editions - Replica Books *****	PawPrints = 20.0 % BTBound = 20.0 %

* Please see Attachment B for full category definitions, which are attached hereto and incorporated herein by reference.

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

*** Qualifying titles will receive a 5 % 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.

***** Unless otherwise indicated, Replica Books are priced at 5% off Baker & Taylor's list price.

Baker & Taylor, Inc.
Discount Terms and Conditions of Sale (Firm Order Book)

Also, please note that:

- Publisher's list price is subject to change without notice.
- Except where otherwise noted, book discounts are applied to current publisher's list price at the time of shipment.
- Baker & Taylor reserves the sole right to be the final determinant of product categories, category definitions and price indicators. The discounts vary based on this determination.
- Titles are categorized by Baker & Taylor for pricing purposes by considering the binding, general marketing categories, demand for certain titles, preferred stock status, cost of acquisition, cost of distribution, and the size or type of publisher, as well as factors related to relationships with publishers such as shipping terms, payment terms, publisher's discount, returnability to publishers and other factors.
- Product categories, category definitions and price indicators are subject to change at Baker & Taylor's sole discretion, without notice, based upon the above-described factors for categorizing titles.
- For domestic titles where no publisher list price is assigned by the publisher, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For imported titles where no publisher list price is assigned by the publisher for the U.S. market, Baker & Taylor will assign such titles a U.S. dollar price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For PawPrints and Replica Books, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- Titles of limited demand or from small or specialty publishers generally are included in Product Category IX or Product Category XI.
- The discount terms and conditions in this Attachment A do not apply to Baker & Taylor's Continuations or Approval Programs.
- Baker & Taylor provides an invoice that identifies the publisher's current list price, the discount offered, and the exact price charged for each title ordered.

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 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 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 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 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: Bunnicula Strikes Again! By James Howe, ISBN 0689814631.
- 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/or 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
- 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.
- XIII. Board Books**
Durable materials from widely distributed domestic publishers designed for young children; pages are manufactured of heavy gauge cardboard to prevent tearing. These editions typically feature few pages, simple themes and colorful illustrations or photographs. An example of a board book would be: Runaway Bunny by Margaret Wise Brown, ISBN: 0061074292.
- XIV. Novelty Items/Activity Books**
Specially packaged gift set or novelty item related to a book product or attached as an accessory to a book product. These items would include a book with toy, rag books, washable cloth books, books with accessories or kits, electronic sound books, sticker books, tracing books or coloring books. This category also includes any non-book merchandise such as model kits, hobby kits, flash cards or jigsaw puzzles. An example of an item in this category would be: Pom Pom Pets by American Girl, ISBN 1593691513.
- XV. Special Programs**
Programs, formats, or editions offered only by Baker & Taylor or not included in any other category. These programs include but may not be limited to PawPrints, BTBound, and Replica Books editions. Examples of items in this category would be: Clifford's Valentines Day by Norman Bridwell, ISBN 1435201736 (PawPrints prebound edition) and Mr. Putter and Tabby Spin the Yarn by Cynthia Rylant, ISBN 1417795565 (BTBound prebound edition)

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 75,000 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@baker-taylor.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.



BAKER & TAYLOR

the future delivered

Attachment D

Institutional Returns Policy

(Revised August 2007)

The following guidelines are required to ensure prompt handling of your return. All product returns (excluding Book Leasing programs) require prior authorization from a Customer Service Representative. **You may contact your appropriate representative via the toll-free number listed on your packing list.**

How to Obtain Return Authorization

Please use the Return Authorization Form from your shipment's packing list to make all returns. Contact your Customer Service Representative for return authorization. **All claims must be made within 45 days from the date of invoice.**

1. When calling for return authorization, please have the following information available:
 - A. Return Authorization Form
 - B. Your account number and ATS# from the shipment's packing list (located mid-page under the Return Authorization Form explanation)
 - C. Reason for the claim/return
 - D. Action being requested -
 1. Replacement of product
 2. Credit to your account; no replacement product necessary
2. Your Customer Service Representative will assign your return an authorization number (RTA#). To expedite the process, please clearly mark the RTA# on the Return Authorization Form and on the outside of the carton in the upper right corner from the shipping label.
3. Make your return via an insured and traceable carrier; Baker & Taylor is not liable for returns lost in transit.
4. **Products incorrectly shipped by Baker & Taylor may be returned with authorization within 45 days of the product's date of invoice.** Product(s) meeting the definition of Publisher defective may be returned with prior authorization within six months of the product's date of invoice. Products purchased with value-added processing services which have been shipped as ordered are considered non-returnable.

DAMAGED SHIPMENTS: If you receive a damaged carton(s) which resulted in damaged product(s), please hold the product(s) and save the carton for Carrier inspection. If the damage is visible at the time of delivery, bring it to the Carrier's attention and note it on the Bill of Lading. Then, contact your Baker & Taylor Customer Service Representative via the toll-free number listed on the packing list.

CLAIMING SHORTAGES: Please check your packing list or invoice before claiming shortages. **All claims must be made within 45 days from the product's invoice date.** Please ensure you have received all cartons of a shipment prior to signing for receipt from the Carrier. Cartons you have signed for as received from the Carrier are not claimable as shortages from Baker & Taylor.

INTERNATIONAL CUSTOMERS ONLY: For information on making returns of damaged, defective, or incorrect products, please contact your local International Sales Office or our International Customer Service Department in Mokenca, Illinois (FAX: 815-472-9886). You may also refer to the website at <http://www.baker-taylor.com/international/return>.

All returns should be sent to:

**Baker & Taylor Returns Center
Department R
5055 W. 79th St.
Indianapolis, IN 46268**

Invitation for Bid
Solicitation Number: 0531
Bid Title: Books and Educational Materials

Borders

Attachment A

Discount Percentage

Borders discounts off of retail price.

For Purchase Orders where publisher/vendor discount is full trade or higher:

***Corporate & Educational discount of 20% for single purchases under \$1000.**

***Corporate & Educational discount of 25% for single purchases of \$1000 or higher.**

Discount Exceptions

- DVDs in stock – 10% regardless of quantity
- DVD Special Orders – 10% regardless of quantity
- CD's in stock – 20% based on purchase volume single purchases under \$1000 or 25% based on purchase volume single purchases of \$1000 or higher
- Net Title in store – 20%
- Electronic Gift Cards – 3-10% on any single purchase over \$1000 based on dollar value purchased
- Multimedia Electronics – 10%
- Used & Out of Print Titles – 0%
- 20 or 25% on all Café Items when purchased for business purposes; meals and edibles cannot be charged on Corporate and Educational Account
- Ground Freight Costs waived for in store pick-up
- Additional freight charges may apply for Rush Delivery or AIR transportation deliveries. Additional freight may also apply for special orders.

For purchase orders where publisher/vendor discount is not at full trade, Borders will blend the discount.

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 (unless ordered according to the Corp/SPO Worksheet guidelines)
- Net Titles (unless ordered according to the Corp/SPO Worksheet guidelines)
- Used and Out of Print merchandise
- Tickets
- Donations
- Shipping Expenses
- Merchandise currently on-sale or discounted

****Note:** Corp/Edu customers cannot have a 'double' discount on these sale 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



***As a general rule, Budgettext will offer the School Board of Sarasota County, Florida a discount of 35% from list for “trade book titles”.**

There are however, several publishers within the marketplace which sell their items at a net price.

In these instances, Budgettext will create a calculated list using the following formula:

Net price divided by 75%.

Budgettext will then issue a 4% discount to the School Board of Sarasota County Florida from the calculated list price.



1455 West Morena Boulevard, San Diego, CA 92110

Phone: (800) 788-5557 • Fax: (800) 660-2199

www.deebooks.com

E-mail: deebooks@deebooks.com

Services to be provided

Delaney Educational understands each of the detailed requirements to be had with the **Scope of Work** as clearly stated in this Request for Proposal for the School Board of Sarasota County.

Delaney Educational Enterprises runs a just in time warehouse and do not maintain stock. We order direct from the publisher when the Purchase Order is received at our home office. By running our warehouse in this manner, we are able to offer the entire catalog for the publishers we represent. We do not just offer certain titles they publish, or attempt to guess and stock only those titles we feel will be best sellers. We offer everything that is in print for each publisher, thereby allowing you, the customer, to choose titles most appropriate for each school's particular needs.

Delaney Educational sales reps carry the latest catalogs and samples from our publishers and provide unprecedented customer service. Simply let your representative know what it is you are searching for, and we'll do all of the work for you. We'll do the research and help you narrow your options, then we'll follow up by putting together the order summary on our website. This saves the customer hours of searching and building lists online. Simply make your selections from our wide range of color catalogs and your local representative will do all of the rest.

MATERIALS TO BE SUPPLIED

Delaney Educational Enterprises Inc. (DEE), understands that we will supply but are not limited to the Following: *new* Hardback, Pre-bound, *new* Soft books, *new* Dictionaries, *new* lave manuals, along with Library Media, to School Board of Sarasota County as per the specifications of Proposal.

SERVICES TO BE SUPPLIED

DEE will provide a local representative to meet with the librarians as a group to discuss completion of DEE's solutions along with any required training. This local representative will meet with the librarians individually to aid with the execution of DEE's solution along with providing any additional training that may be required. Every meeting will be coordinated in advance with the Supervisor of Library Media Services.

- DEE will confirm all orders with a title list electronically within 30 calendar days of the postmarked date on the original order to Library Media Services as well as the individual schools.
- DEE will provide free shipping and handling on all orders placed.



1455 West Morena Boulevard, San Diego, CA 92110

Phone: (800) 788-5557 • Fax: (800) 660-2199

www.deebooks.com

E-mail: deebooks@deebooks.com

- DEE will provide cataloging, data disks, and free unattached processing for every order.
- DEE possesses a replacement guarantee that provides free replacement of goods, "Our Bindings will outlast the pages". Every order shipped contains a damaged/order/short form. This allows the School Board of Sarasota County to report or request replacement items with great ease.
- At anytime the School Board of Sarasota County will be able to access the DEE website, Deebooks.com, to verify status of orders and print invoices.
- DEE shall provide brief acquisition records that may be downloaded from a File Transfer Prototype.
- DEE offers to describe collection development services such as; collection analysis, notification of new titles, preview books, webinars, etc.

CATALOGING AND PROCESSING REQUIREMENTS

Delaney Educational Enterprises acknowledges and understands the catalog and processing requirements as set forth in this bid.

SHIPPING, DELIVERY, INVOICING AND BILLING REQUIREMENTS

DEE understands and will comply with all shipping, delivery, invoicing and billing requirements.

DEE comprehends the importance of Background Screening, Discrimination, Drug-Free Work Place Certifications, along with Safety Precautions as stated in the School Board of Sarasota County, ITB-0531-0-2010/CL. Documentation of such practices can be provided upon request.

Local Customer Service - Delaney Educational sales reps carry the latest catalogs and sample from our publishers and provide unprecedented customer service. Simply let your representative know what it is you are searching for, and we'll do all of the work for you. We'll do the research and help you narrow your options, then we'll follow up by putting together the order summary on our website. This saves the customer hours of searching and building lists online. Simply make your selections from our wide range of color catalogs and your local representative will do all of the rest.

Fulfillment Rate

Delaney Educational strives to provide our clientele with a fulfillment rate of 100%. The average fulfillment rate is approximately 95%. Each order is treated as the purchase order is received. If a deadline is required, please state clearly on purchase order. . Otherwise, DEE will have order available for delivery within 30-45 days.



GENERAL INFORMATION 2010

Place an order:

Telephone: 800-445-5985, press 2
Fax: 800-382-9326 or 888-333-9588
Web: www.etacuisenaire.com
Mailing address: 500 Greenview Ct., Vernon Hills, IL 60061

Questions about district discounts and term of contract or agreement

Call Carolyn Vanco, Coordinator Catalog Bids, 800-445-5185, X 5177, or email cvanco@etacuisenaire.com

ETA/Cuisenaire Educational Consultants

The name of your district's consultant can be found on our Home Page, www.etacuisenaire.com. Your consultant can answer questions about products and services we offer.

Warranty and returns

ETA/Cuisenaire will replace damaged or defective materials within 30 days of your receipt of goods. Call 800-445-5985 for a return authorization number (RMA). Customer errors must be returned shipping pre-paid within 30 days for full credit. A 15% restocking fee may be charged on items returned after 30 days.

Merchandise that does not meet with your approval may be returned in resalable condition within 30 days of receipt of shipment for credit or exchange. Computer software and videotapes must be returned unopened. Defective software or videos will be exchanged for an identical item. Call Customer Service at 800-445-5985 for a return authorization number.

Discounts and Pricing

- Discounts are fixed for the term of the bid, contract or agreement.
- Discounts apply to the current catalog in place at the time an order is placed.
- Special promotions, quotes, brochures and bid prices (prefixed by BD) are excluded from further discounts.
- Pricing in a current catalog expires December 31st of each year.
- Prices may increase or decrease when new catalogs are issued in January of each year.

Exclusions

All items numbers with the letter **P** in the 3rd position of the item number (i.e. XX**P**-XXXX) are excluded from catalog discount. These items are Sole Source, manufactured and distributed exclusively by ETA/Cuisenaire.

Shipping

ETA/Cuisenaire offers free ground shipping on discounted orders of \$100 or more. Orders less than \$100 receive the appropriate discount but incur a 12% charge for S/H with a minimum charge of \$7.00. *Next Day, 2nd Day and 3 Day Select* are excluded from free shipping terms.

Terms

Net 30, no discounts. Remit to: ETA/Cuisenaire, 6642 Eagle Way, Chicago, IL 60678



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January 22nd, 2010

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

Re: Bid #0531 – Books and Educational Materials

Follett Educational Services, Inc. (FES) is pleased to respond to the above-mentioned request. Please note published prices and titles are subject to change. Please contact your account manager for latest pricing and availability.

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!

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.

Shipping & Handling Fees: No Charge
Shipped F.O.B. Destination
Payment Terms: Net 30 Days

In conclusion percentage quoted will be honored for the term of the contract.

Inquiries relating to this bid should be addressed to John Fleming, 1-800-621-4272 ext. 5641 or jfleming@fes.follett.com. Inquiries relating to sales or ordering should be referred to Kim Novak at ext. 4150 or knovak@fes.follett.com.

Thank you for this opportunity and your consideration.

Best Regards,

John F. Fleming
Director, Product Strategy
Follett Educational Services, Inc.

Kim Novak
Account Manager
Follett Educational Services, Inc.

Encl.

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Discount Structure

Follett Library Resources' TITLEWAVE Internet prices reflect up to 45% discount on trade and paperback binding, up to 30% discount for publisher's library binding, up to 40% discount for general reference, up to 15% on school library, single editions and short discount books and 30% discount off the published list price for prebound books. TITLEWAVE Internet is net priced.

PUBLISHER LIBRARY BINDING

Discount up to 30%

(Discounted price is reflected on our on-line catalog)

TRADE BINDING

Discount up to 45%

(Discounted price is reflected on our on-line catalog)

PAPERBACK BINDING

Discount up to 45%

(Discounted price is reflected on our on-line catalog)

SCHOOL/LIBRARY BINDING

Discount up to 15%

(Discounted price is reflected on our on-line catalog)

SINGLE EDITIONS/SHORT DISCOUNT

Discount up to 15%

(Discounted price is reflected on our on-line catalog)

PREBOUND HARDCOVER BINDING

Discount 30% off the Published List Price

(Discounted price is reflected on our on-line catalog)

PREBOUND PAPERBACK BINDING

Discount 30% off the Published List Price

(Discounted price is reflected on our on-line catalog)

GENERAL REFERENCE BOOKS

Discount up to 40%

(Discounted price is reflected on our on-line catalog)