

ST. LOUIS REGIONAL LIBRARY NETWORK

Cooperative Purchasing Manual



March 2018

Vendor

Booksource

Contact Information

Contacts: Emily Nguyen

enguyen@booksource.com

1230 Macklind Ave.

St. Louis, MO 63110

Phone: 800-444-0435, ext. 234

Fax: 800-647-1923

Website: <http://www.booksource.com>

Discounts

Missouri libraries	25%
Illinois libraries	25%
Free shipping	
Discounted price will come up on webpage	

Vendor

Bound to Stay Bound Books, Inc.

Contact information

Area Sales Manager: Theresa Prier

Phone: 800-637-6586, voice mail 3527

Email: tprier@btsb.com

Customer Service Rep: Lauren Beauchamp

Phone: 800-637-6586, x 3161

Email: lbeauchamp@btsb.com

Bound to Stay Bound Books, Inc.

1880 West Morton

Jacksonville, IL 62650

Discounts

BTSB Catalog Price reflects discount.

Free Shipping

Attached spine label and bar code -Free

Laminated jacket attached – 65¢

Security System – 50¢

Attached Custom Pocket with Date Due Grid – 49¢

AR Label and Lexile Label – 20¢ each

No charge for MARC records downloaded from our website at www.btsb.com.

Vendor

Brodart Books

Contact Information

500 Arch St.
 Williamsport, PA 17701

Phone: 570-326-2461

Fax: 570-651-1639

www.brodartbooks.com

Discounts

Terms valid through July 14, 2019

Trade Hardcover Editions	43.5%
Publishers' Library Editions & BrodardBound.	18%
Non Trade Hardcover & Paperback Editions*	10%
Trade & Mass Market Paperback Edition	40%
Single Reinforced Editions	18%

*Items on which Brodart receives minimal or no discount and/or the publisher requires prepayment may be discounted at the non-trade discount or invoiced at the publisher's list price plus a service charge of \$5.95.

Book Cataloging & Processing Options (applicable to books purchased through Brodart)

Automated Cataloging & Processing\$.99/book

(includes an attached jacket, spine label, barcode label, and MARC record for English-language material)

One MARC Record/One Barcode\$.55/book

Theft\$.45/book

Shipping

Freight.....2%

The freight charge is calculated on the item total (\$2.00 minimum per invoice) and will appear as a separate line item on the invoice.

Vendor

Brodart Supplies

Contact Information

Brodart Supply Division
500 Arch Street
Williamsport, PA 17701

Phone: 888-820-4377

Fax: 800-283-6087

Email: Supplies.CustomerService@brodart.com

Quotes: supplies.quotes@brodart.com

Website: www.shopbrodart.com

Discounts

15%* CONSUMABLE SUPPLIES

15%* DURABLES/FURNITURE

FREE SHIPPING FOR CONSUMABLE ORDERS OVER \$100

Shipping Charges:

Stocked Consumables Supply Orders over \$100 ship free via best means (USPS, UPS Ground or common carrier). In-stock items ordered by 2pm EST ship same day. Freight charges for durable/furniture/drop ship products will be added to your final invoice. Our payment terms are net 30 days.

Ordering is Easy!

To ensure receiving your special discount, please refer to your Discount Code: "DMOS"

For online orders, add the code to the promo code box at checkout. Please include the name of a contact person and phone number (Please Note: Credits will not be issued for pricing errors unless the discount code/name has been referenced on the order.)

*Discounts are applied to current retail prices at the time of order. Catalog prices are subject to change without notice. Discount applies only to products, not to shipping charges, and may not be combined with any other preferred pricing. Not applicable to closed orders and orders already in process. Excludes Brodart Books & Library Services Division. Some product category exclusions apply. Call for details. Products can be discontinued at any time. Substitutions

meeting specifications may not be available. If an alternative is available, pricing quoted may need to be adjusted accordingly.

Terms valid through December 31, 2018

Vendor

Capstone Publishers

Contact information

Contact: Mark Wilson

Phone: 314-849-9332

Email: mjwbooks@gmail.com

1710 Roe Crest Drive

P.O. Box 669

North Mankato, MN 56002-0669

Phone: 800-747-4992

Fax: 888-262-0705

Discounts

Free shipping and shelf-ready processing, no minimum order

School library discount is 25% as shown in catalog

5% in rewards points for all orders

Additional rewards points available through regular promotions

Vendor

Children’s Plus, Inc.

Contact Information

Contact: Melanie Nesser

Phone: 314-225-5405

Email: melanien@childrensplusinc.com

1387 Dutch American

Way Beecher, IL 60401

Phone:800-230-1279

Fax: 800-896-7213

Website: childrensplusinc.com

Discounts*

Books from current web site catalog	discount included in catalog
Card Kit	Free
Automation Kit**	Free
Automation Kits I Under 25 Books	\$0.99
Attach Free Processing	Free
Book Pockets	Free
Attach Book Pockets	Free
Theft Protection Strips	Free
Attach Theft Protection Strips	Free
Attach Mylar Book Cover (Included in the AFP price)	
Additional Card Kit	\$0.99
Attach Additional Card Kit	\$0.59
Card Kit I Under 25 Books	\$0.99
Kapco Cover Attached	\$2.50

*Discount tier available for larger purchases.

**Automation kit includes MARC record, 1barcode label with protector and 1 spine label with protector.

Vendor

Data2, Corporation

Contact Information

Contact: Linda Blevins

Email: customerservice@data2.com –Orders and inquiries

9 Commerce Dr.

O’Fallon, MO 63366

Phone: 800-227-2121

Fax: 636-278-8675

Discounts

Preprinted Barcode Labels	10%
Specialty Labels	10%

Vendor

Demco

Contact Information

Contact: Amy Terbilcox, Contract Administrator

Phone: 866.558.9068

Fax: 888.320.0288

Email: amyt@demco.com

4810 Forest Run Rd.

P.O. Box 7488

Madison, WI 53707-7488

Discounts

Please note that discounts shown are based on prices listed on our website at <http://www.demco.com>. Discount levels will remain the same, through the course of this agreement. Please refer to our discount code **C81027** on all orders.

Discount: **\$75.00** Minimum order (after discount) for all terms to apply.
 15% on library, office and technology Supplies (consumables)
 5% on Learning Materials
 5% on Furniture and Equipment under \$1500* (non-consumable)

Shipping: \$9.95 regular FedEx ground shipping service cost on all stocked orders.

Transportation will be prepaid and added to all orders that are Drop Shipped, such as Furniture and Equipment items. DEMCO, Inc. will furnish good faith estimates of shipping charges as related to products orders.

Express parcel shipping is not included.

Exclusions: • Security products
 • Demco Software
 • Licensed Products including but not limited to: Dr. Seuss™, Garfield, Eric Carle™, Arthur® and Clifford.
 Detailed list can be found <http://www.demco.com> and search “Exclusions”.

Expires: February 28th, 2019.

Discounts under this agreement cannot be used in conjunction with bids, sale catalogs or other promotions and specials. In the event a sale price is lower than your discounted price, you will be given the best price.

*For large quantity or high dollar purchases over \$2,000, please contact your DEMCO Bid Team toll free 800-462-8709 or email quote@demco.com. You may be eligible for special bid pricing.

Vendor

Follett School Solutions, Inc.

Contact information

Contact: Gina Donato

Phone: 877-899-8550 XT 46446

Email: gdonato@follett.com

Address:

Follett School Solutions, Inc.

1340 Ridgeview Dr.

McHenry, IL 60050

Customer Service

Phone: 888-511-5114 XT 45151

Email: CustomerCare@follett.com

Discounts

- **FREE** Automated Processing and Cataloging for all **book orders** – attached.

This is a \$0.69 per book savings!

Includes:

- Enhanced MARC records for every title including the 526 reading program tag
- Application of Barcode with protective label attached
- Protective Mylar on books with dust jackets attached
- Spine Label with protective label attached

- **FREE** Automated Processing and Cataloging for all **A/V orders** – unattached.

This is a \$0.69 per item savings!

Includes:

- Electronic MARC
- Spine and cover labels
- Barcode label and protector

Vendor

Gaylord Archival

Contact Information

Contact: Customer Service

<http://www.gaylord.com/customerservice.asp?>

Monday – Thursday 8am-7pm & Friday 8am-6pm EST

Phone: 1-800-448-6160

Fax: 1-800-272-3412

Email: customerservice@gaylord.com

Discounts

Contract Pricing Data Sheet: Priority Code: GB15

- Save 15% on Archival Supplies
- Save 10% on Furniture (Exhibit cases excluded, other exceptions apply)
- Shipping discount on Supply Orders over \$200

No matter how you choose to place your order just reference *Contract Priority Code GB15* and you will receive your discounted pricing and preferential freight terms.

This contract will not discount already reduced pricing and cannot be combined with any other discounts. Discounts will be from prevailing prices at the time of shipment. The following items will be excluded from the discount, security and custom work and some exclusions may apply. Custom work is any item not found in our full line catalog.

To Place an Order:

Web: Visit <http://www.gaylord.com> and follow the instructions for ordering. Or send us an e-mail at orders@gaylord.com

Phone: Monday-Thursday 8am-7pm & Friday 8am-6pm EST
Phone # 1-800-448-6160

Fax: Fax Number: 1-800-272-3412

Mail: Gaylord Brothers., Inc
P.O Box 4901
Syracuse, NY 13221-4901

Vendor

Ingram

Contact Information

One Ingram Blvd.
LaVergne, TN 37086-1986

Phone: 800-937-5300, ext. **37407**

Discounts

The following special terms and discounts are offered to the members of the St. Louis Regional Library Network. Discounts, terms and conditions of this offer do not apply to staff accounts. **Effective Date: January 1, 2018 through December 31, 2018.**

Discounts for Public and Academic Libraries:

Trade Hardcover Books	42.5%
Trade Paperback (Quality)	41.9%
Mass Market Paperback	36.6%
Library Bindings	20.5%
Textbooks, Technical, University Press	13.5%
Medical Books	13.5%
Association/Societies Publications	13.5%
*Short Discount Titles	13.5%
**Spoken Word Audio	0-45.2%
DVD/Blu-ray	25.2%
Net Titles	0.0% with no service charge
<i>*Short discount to include university press and technical titles as defined by Ingram categories, regardless of binding type.</i>	
<i>**Eighty to eighty-five percent of all Spoken Word Audio is at 45.2% discount; however, some Spoken Word Audio is short discounted by the publisher.</i>	

Discounts for K-12 Schools:

Trade Books	32.0%
Short Discount Titles	10.0%

St. Louis Regional Library Network Cooperative Purchasing Manual

Library Bindings	10.0%
Net Titles, no service charge	00.0%

Freight:

Terms:

Public and Academic libraries: Ingram is pleased to offer an Ingram-paid freight option from your primary and secondary distribution centers. In order to continue providing competitive discounts and services with the unstable transportation expenses prevalent in these times, Ingram will offer to pay the first 2.5% of the total invoice cost towards freight charges. The Library will be responsible for any freight charges exceeding that percentage. All order will ship FOB Destination

Schools and Specialty libraries: Ingram is pleased to offer an Ingram-paid freight option from your primary and secondary distribution centers. Schools and specialty libraries will receive two shipments per purchase order from your designated distribution center. Initial order will ship immediately and second and final shipment will release at the end of the backorder period. In order to continue providing competitive discounts and services with the unstable transportation expenses prevalent in these times, Ingram will offer to pay the first 2.5% of the total invoice cost towards freight charges. The Library will be responsible for any freight charges exceeding that percentage. All orders will ship FOB destination.

K-12 Schools: Shipments of 15 or more units from your primary distribution center or from your secondary distribution center qualify for free freight. Shipments of less than 15 units will be charged a flat \$5.00 shipping fee. Items picked, packed, and shipped together count as an individual shipment. All order will be charged a flat handling fee of \$1.50. Fee amounts or qualifying unit quantity are subject to change. Ingram will set your accounts to receive two shipments per purchase order. Any in-stock, non-processed book will ship within 24-48 hours of order entry. Any remaining titles will then be placed on backorder for a period of time specified by the school. Standard backorder period for schools is 30 to 60 days. At the end of the backorder period, all books that have come into stock will ship, and any remaining titles will automatically cancel. The second invoice will be marked as final. Ingram has found that this order type is especially helpful to schools. By keeping shipments down to one initial shipment and one final shipment and by giving you a final notice, it is easier to track and close purchase orders.

Special Notice:

Ingram does not automatically set up members under this special offer. It is the responsibility of each member to contact Ingram's Inside Sales Department before placing their first order to request that their accounts be set to the terms of this offer. Ingram cannot issue credit for accounts not following the proper set-up procedures. Any item ordered prior to the start date

of this offer is not eligible to receive the terms of this offer. This applies to all backorders, standing orders, and firm orders placed prior to the enactment of this offer. Should a member receive a previously ordered item after the offer is in effect, previous discounts will apply.

Vendor

K-Log, Inc.

Contact Information

Contacts: Michelle Powers, ebid@k-log.com

1224 27th Street

Zion, IL , 60099

Phone: 800-872-6611

Fax: 847-872-3728

Website: www.k-log.com

Discounts

We represent over 100 school and office furniture manufacturers, with 15,000 products in our catalog and on our website: www.k-log.com. Purchase orders are accepted from all public schools, universities and government agencies. Our everyday pricing includes standard **discounts up to 60%** from manufactures' list price. Purchasing from K-log through your St. Louis Regional Library Network membership will save you time and the cost of the individual bid process. All **SLRLN members are entitled to receive an additional 5% off of our already low published net prices.**

We are office and school furniture experts:

- We have over 30 years of experience working with public and private universities on a national scale with personalized service from a team of furniture experts. Our sales associates are well equipped to provide the highest level of service in advising our customers through every aspect of planning, furniture selection, procurement, project management and installation.
- Our Design Department offers complimentary floor plan drawings, as well as high quality 3-D renderings to help visualize the end result; a well-planned space.
- Our freight terms are FOB destination, prepaid and added to invoice.

Vendor

The Library Store, Inc.

Contact Information

Contact: Shayla Hill, Bid Specialist

301 E. South Street, P.O. Box 0964
Tremont, IL 61568-0964

Phone: 800-548-7204, ext. 7235

Fax: 309-925-2452

Office Hours: M-F, 7:00 A.M. – 3:30 P.M. Central

Email: districtbids@thelibrarystore.com

Website: <http://www.thelibrarystore.com>

Discounts

Effective Dates: 1-1-2017-12-31-2018

WE HEREBY OFFER THESE CATALOG DISCOUNTS:

1. 30% Discount on all “AVANTAGE” Products (lamps, headphones and tables), “BEAR HUG” Supports and “TLS” Label Protectors
2. 15% Discount on Labels, Book Care, Book Protection, Circulation Supplies, Shelf Organization, Archival, Office Supplies, In-Stock Displays, Library Promotion & Classroom Supplies
3. 10% Discount on Bar Code Scanners, Disc Repair Systems/Cleaners, Athletic Equipment, AV Equipment, AV & Computer Furniture, Office Equipment, Signage, Displays, Library Furniture, Library Shelving, Book Trucks, Children’s Furniture, Teen Zone, Classroom/Office Furniture, Boards/Easels, Paper Racks & Puppet Displays

Exceptions to discounts

1. Minimum order of \$50 to receive discount pricing and freight is prepaid and added to invoice.
2. Security products, book returns, Playscapes and laminators are EXCLUDED from ANY discount.

3. Discount cannot be combined with any other special offer, promotions, or coupons, rewards program or web exclusive/sales.
4. Product training, installation of equipment/furniture and removal of debris are not part of this bid. Standard manufacturer warranty and return policies will apply upon date of receipt of items.
5. Published catalog pricing may change subject to fluctuations in the cost of raw materials.
6. **ALL ORDERS MUST REFERENCE BID CODE # AT TIME OF ORDER TO RECEIVE DISCOUNT...otherwise credit will not be applied.**

Transportation

1. SHIPPING CHARGES: Will be PREPAID and ADDED to invoice for items Shipping from Vendor or Ships by Truck.
2. FREIGHT QUOTES: Items that ship by truck will be figured for "End of Truck" delivery unless otherwise noted.
 - A. Items from our warehouse will ship within 48 hours (ARO).
 - B. Items shipping from our manufacturer have various lead times, usually shipping within one to eight weeks. The Library Store assumes no responsibility for extended shipping dates.
3. INSPECTION: ALL truck shipments must be *inspected* and *signed* accordingly, otherwise compensation cannot be guaranteed.

Discount reference

AWARD OF BID: PLEASE REFERENCE BID CODE # SLRLN ON ALL ORDERS AND CORRESPONDENCE TO RECEIVE DISCOUNT. *

****Bid discounts available online at thelibrarystore.com. Simply type this bid code in the bid box after you log in.***

Vendor

Mackin Educational Resources

Contact Information:

Contact: Laura Hammerschmidt, Missouri Rep.

Phone: 314-703-2092

Toll-free: 800-245-9540

Email: laura.hammerschmidt@mackin.com

Mackin Educational Resources

3505 County Rd 42 West

Burnsville, MN 55306

Phone: 800-245-9540

Fax: 800-369-5490

Website: <http://www.mackin.com>

Discounts

Mackin's online catalog prices at www.mackin.com are already discounted up to 45% off publishers' list prices. We are offering an additional 5% discount – meaning your final discounts are up to 50% off publishers' list prices. eBooks, online databases, makerspace items, digital audio/video and audio/video devices are excluded from this additional discount but are available at standard Mackin.com prices.

*Free Shipping

*Free cataloging & processing

*Reference STLO on all orders

Vendor

Midwest Library Services

Contact Information

Contact: Steven Chase

11443 St. Charles Rock Rd.
Bridgeton, MO 63044

Phone: 314-739-3100

Discounts

Books: Trade titles 20 - 33%
Technical, text, university press, short discount publishers 5-15%
Short discount publishers net+, net, 5%
Paperback pre-binding \$6.35
Cataloging, LC MARC with labels, bar codes call for pricing

Vendor

Perma-Bound Books/Hertzberg-New Method, Inc.

Contact Information

Contact: Mark Wilson

Phone: 314-849-9332

Email: mjwbooks@gmail.com

East Vandalia Rd.

Jacksonville, Ill. 62650

Phone: 217-243-5451

Toll-free: 800-637-6581

Discounts

Books from current Catalogdiscount included in catalog

Free shipping and shelf-ready processing, no minimum order

Vendor

Plastic Fulfillment, Inc.

Contact Information

Contact: Melissa Meier

Phone: 636-343-2887

Email: melissa@plasticfulfillment.com

269 Wolfner Rd.

Fenton, MO 63026

Fax: 636-343-6253

Website: www.plasticfulfillment.com

Discounts

Set Up Fee.....~~\$25~~ Waived for SLRLN members

Library Card Pricing..... 10%

Vendor

Rainbow Book Company

Contact information

Contact: Donna Stumpf

Phone: 636-299-1598

Email: donnas@rainbowbookcompany.com

Address: 1206 Summer Lynne Dr.

O'Fallon, MO 63366

DISCOUNTS

Free shipping and Processing on all orders. Free shelf ready processing on orders of 50 books or more.

AN ADDITIONAL 10% off the Publisher's library/school discount price on Library Bound books from our publishers.

For example, if the publisher offers a 25 or 30 % discount, I will give you an additional 10% off of the discounted price.

Ordering classroom collections or opening day collections additional discounts can be discussed.

SAMPLES & ORDERING

I carry the newest releases from the top publishers. You can set an appointment to see the new releases, or you can order on line at www.rainbowbookcompany.com. I will apply discounts to the prices shown online.

Need samples, I will be glad to send you some.

Vendor

University Products Inc.

Contact Information

Contact: John Dunphy

P.O. Box 101

Holyoke, MA 01040

Phone: 800-628-1912, ext. 304

Email: info@universityproducts.com

Website: <http://www.universityproducts.com>

Discounts

- Archival Supplies 10% discount off current retail price
- Call for current pricing
- Discount Code-**SLRLN18**
 - Used on University Products Inc. website at checkout when prompted to use the coupon code
 - Members may also use this code when calling
- F.O.B. - Holyoke, MA or Factory - Net 30 days

Vendor

WT Cox Subscriptions

Contact Information

Contact: David Bogard, Regional Director of Sales

Phone: 800-571-9554, ext. 261

Email: david@wtcox.com

Website: <http://www.wtcox.com/SLRLN.cfm>

Discounts

Subscription services are available to all types of libraries:

- K-12 Schools (Public and Private) : 8% to 18% discount
- Public Libraries: 0% to 8% discount
- Community Colleges: 2% discount to 2% service charge
- Private Academic: 0-4% service charge
- State University Libraries: 0-2% service charge
- Special Libraries: 0-2% service charge

Featured Products – see <http://www.wtcox.com/SLRLN.cfm> for details

- **eContentStats**-*Custom pricing for eContentStats is library specific and available to members upon request*
- **Journal Finder**-*SLRLN members receive a \$500 discount. Maximum cost of \$5,000 and minimum of \$1,000. Members who are or become a subscriptions customer will receive a \$500 credit applied to their Journal Finder invoice for the first year.*
- **Reprints Desk**-*Contact WT Cox for custom member pricing*

Offer expires December 31, 2020.