

**SHELBY COUNTY BOARD OF EDUCATION**

**LIBRARY BOOKS & OTHER AUDIOVISUAL**

**MATERIAL DISCOUNTS**

**JULY 1 2017- JUNE 30, 2018**

**THIS IS A LIST OF PREFERRED VENDORS THAT RESPONDED TO OUR REQUEST PROVIDE DISCOUNTS ON LIBRARY BOOKS AND OTHER AUDIOVISUAL MATERIALS, HOWEVER, YOU ARE NOT LIMITED TO THESE VENDORS. THE DISCOUNTS INDICATED WILL BE VALID THROUGH JUNE 30, 2018.**

**The Rosen Publishing Group Inc. - Vendor# 46245**

**Website:** [www.rosenpublishing.com](http://www.rosenpublishing.com)

**Contact:** Ben Cowan

**Phone:** 901-409-5485

**Email:** [bcowanbooks@yahoo.com](mailto:bcowanbooks@yahoo.com)

**Inventory or Access to titles:**

4,600 Titles.

**Discount:**

Hardcover 25% off list; paperbacks 15% off list

**Catalog and processing to SCS specifications:**

Can process 100% as per your specifications and we offer FREE processing

**MARC Records:**

Stored indefinitely in our system archives

**Delivery time:**

7-10 days for unprocessed books,

21-30 days for processed books

**Shipping:**

Free shipping

## Perma-Bound Books - Vendor # 403253

**Website:** [www.perma-bound.com](http://www.perma-bound.com)

**Contact:** Janice Brockman

**Phone:** 901-487-5927

**Email:** [janicebrockman@perma-bound.com](mailto:janicebrockman@perma-bound.com)

### **Inventory or Access to titles:**

70,000 titles with an inventory of 3,500,000 volumes

Website catalog lists over 500,000 titles

### **Discount:**

School and Library	15%-40%*
Hardback Trade Bindings	15%-30%*
Stitched Pre-Bound	30%*- 40%
Glued Pre-Bound	30%*- 40%
Quality Paperbacks with hard vinyl covers attached – (Plus \$1.25 for CoLibri Cover or \$2.45 for Kapco Cover)	15%-35%*
Quality Paperbacks with quality paper -	15%-35%*

### **Catalog and processing to SCS specifications.**

Perma-Bound can process and catalog 100% of the books and other material according to SCS Specifications, MARCS records are free and are available on CD-ROM, by email or Web Download.

### **MARC Records-**

These records are always maintained in our computer

### **Delivery Time:**

21 days after receipt of purchase order

### **Shipping**

Free shipping

## Mackin Educational Resources - Vendor # 403280

Website: [www.mackin.com](http://www.mackin.com).

Contact: Laura Hammerschmidt

Phone# (314)703-2092/ 800-245-9540

Email: [laura.hammerschmidt@mackin.com](mailto:laura.hammerschmidt@mackin.com)/ eservices@ mackin.com

### **Inventory or Access to titles:**

2.6 million Titles with over 18,000 publishers

### **Discount:**

Mackin's online prices are already discounted up to 45% off publishers' list prices. For this proposal, Mackin is offering an additional 9% discount on all binding types (online database, digital audio/video and audio/video devices are excluded from the additional discounts, but are available at standard Mackin.com prices). We are also offering an additional 3% discount on all eBooks.

This discounted pricing is reflected on Shelby County's custom Mackin.com website.

### **Catalog and processing to SCS specifications.**

Document attached.

Standard cataloging is always provided free and includes a complete MARC record on CD, emailed or downloaded, one barcode label, one spine label, a Mylar cover on all jacketed books and for Shelby County Schools, one property label

### **MARC Records-**

Mackin order records are maintained indefinitely; they are never deleted or destroyed.

### **Delivery time:**

Mackin will send a first shipment on or before 28 days ARO, with a second and final shipment (if necessary) within 45 days ARO.

### **Shipping:**

Shipping is always free with Mackin.

## **Sebco Books- Vendor # 400148**

Website: [www.sebcobooks.com](http://www.sebcobooks.com)

Contact [Janice Warren](#)

Phone#[901-626-7437](#)

Email: [Janice@sebcobooks.com](mailto:Janice@sebcobooks.com)

### **Inventory or Access to titles:**

70,000 titles

### **Discount:**

- School and library binding on pre-bound books - 20%-30%
- Hardback trade bindings - 6%
- Stitched pre-bound books in hard vinyl-coated bindings - 0-30%
- Glued pre-bound books in hard vinyl-coated bindings - 0-30%
- Quality paperbacks with hard vinyl covers attached - 0%
- Quality paperbacks with quality paper - 6%

### **Catalog and processing to SCS specifications.**

There is no charge to the District for shelf ready cataloging & processing to their specifications

### **MARC Records-**

No additional charge for MARC records.

Order records are stored in our system for up to 10 years

### **Delivery time:**

30 days

### **Shipping:**

Free shipping

## MT Library Services, Inc. DBA Junior Library Guild- Vendor # 300386

Website: [www.juniorlibraryguild.com](http://www.juniorlibraryguild.com)

Contact\_Craig Latham

Phone: 800-325-9558 Ext. 7216

Email: [clatham@juniorlibraryguild.com](mailto:clatham@juniorlibraryguild.com)

### **Inventory or Access to titles:**

3,000 titles

### **Discount:**

- Flat-rate pricing based on genre and time elapsed from the publication date.
- New-release titles range in price from \$9.80 to \$20.25 for print titles.
- After 6-8 months, pricing for these titles begins to drop with tiered pricing of \$11.00, \$9.00, \$5.00 and \$3.00.
- Each month 24 elementary titles and 24 middle and high titles are specially priced at \$7.00 per book.
- Catalog and processing to SCS specifications.
- Shelf Ready Processing: \$2.00 per book that includes customized MARC records with attached Mylar jackets, barcodes and spine labels

### **Catalog and processing to SCS specifications.**

- Standard: FREE
- Customized: \$36.00 per year

### **MARC Records for individual Selections—**

- Standard: FREE
- Customized: \$10.00 per order plus \$0.40 per title
- Mylar Jackets: \$1.25 per book
- Catalog Card Kits: \$1.00 per book
- Includes self-adhesive book pocket, label set, check-out card, and catalog card set
- (1 main entry, 2 shelf list cards, subject cards, and added entry cards as needed)
- Shelf List Card: \$0.50 per book
- Barcodes (Unattached): \$0.60 per book
- (Requires Custom MARC Records)
- Spine Labels (Unattached): Free with Customized MARC Records
- OR \$0.50 per book
- Magnetic Theft Detection Strip (Unattached): \$0.50 per book
- Please note: We do not offer imprinted card pockets or AR and RC identification on spine
- Labels. See exceptions.

### **MARC Records-**

- Records are maintained for six years.
- Standard: FREE
- Customized: \$36.00 per year
- Customized: \$10.00 per order plus \$0.40 per title

### **Delivery time:**

Delivery can be expected within 30 days

### **Shipping:**

Shipping is free.

## Follett School Solutions, Inc – Vendor # 402806

**Website:** [www.titlewave.com](http://www.titlewave.com)

**Contact:** [Richie Gibson](#)

**Phone#** 877-899-8550 XT 46382  
888-511-5114 x 48104

**Email:** [rgibson@follett.com](mailto:rgibson@follett.com)

### **Inventory or Access to titles:**

3.2 million Units (296, 000 titles) in inventory

#### **Discount:**

All discounts are reflected on our online catalog at [titlewave.com](http://titlewave.com) - Paperback Binding - Discount up to 45% - School / Library Binding - Discount up to 15% - Publisher Library Binding - Discount up to 30% - Trade Binding - Discount up to 45% - Prebound Hardcover Binding - Discount up to 45% - Prebound Paperback Binding - Discount up to 45% - Single Editions / Short Discount - Discount up to 15% - General Reference Books - Discount up to 40% - eBooks - Discount up to 45% - Pre-Owned Textbooks - Discount up to 75% - Audiovisual Materials – 0% Additional

#### **Catalog and processing to SCS specifications.**

Follett can process and provide cataloging and processing for 100% of your materials, including bar-coding. For this bid, Follett is offering FREE cataloging and processing: FREE Automated Processing and Cataloging for all book orders – all materials attached. This is a \$0.69 per book savings! : ) Enhanced MARC records for every title including the 526 reading program tag ) Application of Barcode with protective label ) Protective Mylar on books with dust jackets ) Spine Label with protective label ) CD data disk (by request) FREE Automated Processing and Cataloging for all A/V orders – all materials unattached. This is a \$0.69 per item savings! ) Electronic MARC ) Spine and cover labels ) Barcode label and protector

#### **MARC Records-**

MARC records and barcode numbers are kept in Follett's database for 10 years. This information is also stored in your [titlewave.com](http://titlewave.com) account for up to 180 days.

#### **Delivery time:**

15 days after receipt of order (ARO). If a backorder were necessary, it would be shipped within 60 days ARO. If desired, backorders will not be shipped unless authorized by your administration.

#### **Shipping:**

Follett does not charge shipping and handling for Library Books.

## SPECIAL OFFER FOR SHELBY COUNTY – 2017-2018 LIBRARY BOOKS BID

Follett School Solutions, Inc. would like to extend the following offer and incentives to Shelby County Schools:

- Additional 10% discount on all books, eBooks and audiovisual materials off our already net discounted pricing at [www.titlewave.com](http://www.titlewave.com).
- FREE automated processing and cataloging for all book orders – all materials 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
- Protective Mylar on books with dust jackets
- Spine Label with protective label
- FREE Automated Processing and Cataloging for all A/V orders – all materials unattached.
- This is a \$0.69 per item savings!
- Includes:
- Electronic MARC
- Spine and cover labels
- Barcode label and protector
- Offer valid July 1, 2017 to June 30, 2018 \*
- For further details, contact your Sales Consultant, Richie Gibson at 877-899-8550, X46382 or via email at [rgibson@follett.com](mailto:rgibson@follett.com).



## Davidson Titles, Inc – Vendor # 7839

**Website:** www.davidsontitles.com,

**Contact:** Jim Davison

**Phone#** 800#33-3903

**Email:** jdavidson@dn@davidsontitles.com

### **Inventory or Access to titles:**

365,000 titles

1,280,000 books in stock

### **Discount:**

School and Library binding	up to 35%
Quality pre-bound paper	up to 30%
Hardback trade binding	up to 30%
Quality paperbacks	up to 35%
Stitched pre-bound	up to 30%
Audiovisual library materials	up to 20%
Glued pre-bound	up to 30%

### **Catalog and processing to SCS specifications.**

\$.89 includes barcodes, spine labels, mylars, pockets, main entries, MARC records all if requested.

\$2.79 per Kapco cover applied to quality paperbacks, if requested.

\$.99 per book for theft detection, if requested.

### **MARC Records-**

Complete MARC records are FREE to the Shelby County Schools

### **Delivery time:**

30-35 days provided all titles are in stock and in print at the time of the order.

### **Shipping:**

Free Shipping

## **Bound to Stay Bound Books, Inc. - Vendor # 4050**

**Website:** www.btsb.com/

**Contact:** Janet Muegge

**Phone#** 800-637-6586, Ext. 3540

**Email:** jmuegge@btsb.com

### **Inventory or Access to titles:**

17,000 titles for children and young adults

Inventory averages approximately 14 million books

### **Discount:**

30% off the publisher's retail price of the book plus our current prebinding charge.

Shelby County Schools can deduct an additional 45¢ from the BTSB catalog price. When using our online catalog, your actual discount will be shown. You can access our online catalog at [www.btsb.com](http://www.btsb.com)

### **Catalog and processing to SCS specifications.**

**BTSB can process all books ordered from our inventory to Shelby County Schools' specifications. Effective June 1, 2010 we ceased supplying 31h data disks for MARC records since they are becoming obsolete. MARC records are available on CD for \$20.00 per order or may be emailed or downloaded free of charge from our website.**

#### **MARC Records-**

Order records are available for immediate access for 5 years from the invoiced date. MARC records are available for downloading online for 180 days from invoicing.

#### **Delivery time:**

The January -April, 2017, average fill rate on the first shipment was 92%

The January -April, 2017, average days to ship is under 10 working days from receipt of the order

#### **Shipping:**

No charge for shipping and handling

## **J. Appleseed**

**Website:** [www.jappleseedmedia.com](http://www.jappleseedmedia.com)

**Contact:** Larry Hawkins

**Phone:** (479-462-8275)

**Email:** hawkinsbooknook@yahoo.com

### **Inventory or Access to titles:**

7000 titles with 7 different publishers

### **Discount:**

- 30% off publisher list

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### **Catalog and processing to SCS specifications.**

Take care of processing for orders over \$300.00

### **MARC Records-**

We maintain all of this information in processing provider

### **Delivery time:**

If processing is not required books are shipped within 48 hours

2 weeks is needed if processing is needed

### **Shipping:**

Free

## **ABDO Publishing Company- Vendor#60**

**Website:** [www.abdopublishing.com](http://www.abdopublishing.com)

**Contact:** Larry & Sandi Hawkins / Hawkins Educational Services

**Phone#** 501-626-8005

**Email:** [hawkinsbooknook@yahoo.com](mailto:hawkinsbooknook@yahoo.com)

### **Inventory or Access to titles:**

4,000 titles in stock

### **Discount:**

All binding types are 0% discount; Catalog already reflects 30% off list price for all binding types.

### **Catalog and processing to SCS specifications.**

ABDO Publishing will provide 100% shelf ready processing for \$0.00 (free) to meet your specifications.

This includes: Complete MARC records, data disks, barcode labels, spine labels, reading program  
Labels as well as card kits, date due slips and pockets.

We do offer Theft Detection Systems for .30 per book.

### **MARC Records-**

MARC records are kept for 7-10 Years

### **Delivery time**

7-14 days after receipt of Purchase Order

### **Shipping**

FREE shipping and handling

## Central Programs Inc. d/b/a Gumdrop Books- Vendor# 17803

**Website:** www.gumdropbooks.com

**Contact:** EddieMann/ DavidJohnson

**Phone:** 800-821-7199

**Email:** [wecare@gumdropbooks.com](mailto:wecare@gumdropbooks.com)

### **Inventory or Access to titles:**

60,000 titles

### **Discount:**

LibraryBound	0-70% average 32%
TradeBound	0-70%
Paperback	0-40%

### **Catalog and processing to SCS specifications.**

Barcode Label and protector	.08+ .06=	.14
Shelf- ready processing		.53
MARC records		FREE

### **MARC Records-**

Records are maintained permanently.

### **Delivery time**

10-15 business days ARO

### **Shipping**

Shipping is FREE

## Capstone Vendor # 334243

**Website:** [www.capstonepub.com](http://www.capstonepub.com)

**Contact:** Larry & Sandi Hawkins

**Phone:** 800-747-4992

**Email:** [booknook@yahoo.com](mailto:booknook@yahoo.com)

### **Inventory or Access to titles:**

10,000 + titles

### **Discount:**

### **Catalog and processing to SCS specifications.**

Library processing is free on orders of 25 books or more

On orders of 24 books or less, MARC records are \$20.00 per order; attached labels are \$0.99 per book or unattached labels are \$ .39 per book.

### **MARC Records-**

Orders are kept in the database for an unlimited amount of time.

### **Delivery time**

7-10 Days ARO

### **Shipping:**

Free shipping on 25 books or more

10% of subtotal on orders of 24 books or less

Capstone reward members receive free shipping on all orders; enrollment is free

## **ENSLow PUBLISHING- Vendor #**

Website: [www.enslow.com](http://www.enslow.com)

Contact [Linda Levergood](#)

Phone# [423-571-1884/ 800-398-2504](#)

Email: [lguinl@hotmail.com](mailto:lguinl@hotmail.com)

### **Inventory or Access to titles:**

Titles not specified. Catalog listed on the website

### **Discount:**

- 25% off list price of Hardcover Books, eBooks and Interactive books
- 15% off list for paperback books

### **Catalog and processing to SCS specifications.**

Processing is free

### **MARC Records-**

No additional charge for MARC records.

Records are kept indefinitely.

### **Delivery time:**

7-10 Days for delivery for unprocessed books

21-30 Days for processed books

### **Shipping:**

Not specified

**GARETH STEVENS PUBLISHING LLP- Vendor # 383315**

Website: [www.garethstevens.com](http://www.garethstevens.com)

Contact: [Eason Associates](#)

Phone# [800-628-0080/ 800-542-2595](#)

Email: [easonlibrary@comcast.net](mailto:easonlibrary@comcast.net)

**Inventory or Access to titles:**

Titles not specified. Catalog listed on the website

**Discount:**

- 25% off list price of Hardcover Books, eBooks and Interactive books
- 15% off list for paperback books

**Catalog and processing to SCS specifications.**

Processing is free

**MARC Records-**

No additional charge for MARC records.

Records are kept indefinitely.

**Delivery time:**

7-10 Days for delivery for unprocessed books

21-30 Days for processed books

**Shipping:**

Free Shipping



## **CAVENDSIH SQUARE PUBLISHING LLC- Vendor # 400896**

Website: [www.garethstevens.com](http://www.garethstevens.com)

Contact: [Ben Cowan](#)

Phone# [901-409-5485/ 877-980-4460](#)

Email: [bcowanbooks@yahoo.com](mailto:bcowanbooks@yahoo.com)

### **Inventory or Access to titles:**

Titles not specified. Catalog listed on the website

### **Discount:**

- 30% off list price of Hardcover Books, eBooks , paperback books and Interactive books

### **Catalog and processing to SCS specifications.**

Processing is free

### **MARC Records-**

No additional charge for MARC records.

Records are kept indefinitely.

### **Delivery time:**

7-10 Days for delivery for unprocessed books

21-30 Days for processed books

### **Shipping:**

Free Shipping

## **Barnes & Noble Collierville- Vendor # 328077**

Website: [www.bn.com](http://www.bn.com)

Contact: Jessica Williams- Community Business Development Mgr.  
Jeromy Ainley – Store Manger

Phone# 901-853-3264 or 901-861-9517/ 1-800-THE -BOOK

Email: [crm2224@bn.com](mailto:crm2224@bn.com)

### **Inventory or Access to titles:**

1Million + and over 1,000 Publishers

### **Discount:**

20% discount for \$0.00-\$4999.00

25% for purchases over > \$5,000.00

### **Catalog and processing to SCS specifications.**

No specifications.

### **MARC Records-**

Records are maintained for a 1 year

### **Delivery time:**

7-10 business days

### **Shipping:**

Free Shipping

## **The Penworthy Company, LLC # 112965**

Website: [www.penworthy.com](http://www.penworthy.com)

Contact: [Michelle Ekstrom](mailto:Michelle.Ekstrom@penworthy.com)

Phone# [800-262-2665](tel:800-262-2665)

Email: [michelle.ekstrom@penworthy.com](mailto:michelle.ekstrom@penworthy.com)

### **Inventory or Access to titles:**

1600 titles with 125 publishers

### **Discount:**

0% on Prebound Books

0% Board Books

25% -35% off publishers' list price

Additional 5% discount off for orders over \$25,000.00

### **Catalog and processing to SCS specifications.**

No specifications.

### **MARC Records-**

Records are maintained for 18 months

### **Delivery time:**

Up to 10 business days without cataloging (orders typically ship within 24 hours ARO)

Up to 20 business days with cataloging

### **Shipping:**

Free Shipping