



# Colorado Library Consortium (CLiC) Colorado Cooperative Purchasing Project 2007 Vendor Awards & Discounts **UPDATED 3/7/2007**

The following library vendor discounts are available exclusively to Colorado libraries. Categories of discounts include books and videos, magazine orders, supplies and equipment, and bindings. Instructions for obtaining these discounts are included with each vendor. We cannot address everything in these pages, please contact the vendor directly with your questions and concerns. All prices are good through **December 31, 2007**.

Because the Colorado State Library Pays for all Colorado libraries to be BCR members, look for additional vendor discounts<sup>2</sup> on BCR's web site at <http://www.bcr.org/discounts/library-office.html>.

The following table summarizes each discount. Please check the appropriate detail page for complete discount and instructions.

Company	Products	Discount	Discount Code	Details
<b>Books &amp; Audio-Visual</b>				
Baker & Taylor	Books, AV, and Music	Up to 44.6%	"Colorado Cooperative Purchasing Agreement"	Page 2
Blackwell's Book Service	Scholarly, scientific, technical, medical, and academic materials	Up to 15%	"Colorado Cooperative Purchasing Agreement"	Page 2
Brodart	Adult and children's books, research and technical materials, and small press titles	Up to 45%	"Colorado Cooperative Purchasing Agreement"	Page 3
Ingram Library Services	Books, spoken word audiocassette and CD's, as well as DVD & VHS recordings	Up to 44.5%	"Colorado Cooperative Purchasing Agreement"	Page 3
Latin American Book Source	Spanish books	12% off list	"Colorado Cooperative Purchasing Agreement"	Page 4
Prema-Bound	Prebound books, audio, video, DVD, software, teaching aids	Up to 30%	"Colorado Cooperative Purchasing Agreement"	Page 5
<b>Magazine ordering</b>				
Cox Subscriptions	Periodicals, journals, and newspapers	Up to 15% off	"Colorado Cooperative Purchasing Agreement"	Page 5
<b>Binding</b>				
Houchen Bindery Ltd	Binds books, paperback, music scores, audio, offers pre-bound books, magazines, & more	Varies based on service	"Colorado Cooperative Purchasing Agreement"	Page 6
<b>UPDATE ON TEXTBOOKS</b>				
<b>Equipment and Supplies</b>				
Demco	Library, office & computer supplies, promotional educational material & furniture	Up to 18%	C3MP30	Page 7
Highsmith	Library equipment and supplies as well as furniture	Up to 17%	"Colorado Library Consortium Discount No. 218594"	Page 7
Paper Roll Products	Printers, rolls, inked ribbons, printer cartridges and more	10% off list	"Colorado Cooperative Purchasing Agreement"	Page 8
RACO Industries	Scanning equipment, receipt printers, library cards, bar code labels, and more	Up to 65%	Mention membership in "CLiC"	Page 8
Vernon Library Supply	Consumable library supplies and furnishings	Up to 20%	"Colorado Cooperative Purchasing Agreement"	Page 8

<sup>1</sup> Information about the bid process: RFP requests were sent out to vendors. Vendors selected offered the best discounts above their normal discounted prices.

<sup>2</sup> BCR offers discounts from a number of additional vendors including 3M (tattletape), Computype (barcodes, DVD/CD-ROM labels, spine labels), Copyright Clearance Center, Equipment locks, software (Ariel, Clio), and SPI Content Sciences (formerly Pacific Data Conversion).

## BOOKS AND AUDIO-VISUAL

### BAKER AND TAYLOR (B&T)

B&T provides books, AV, music, and related cataloging and processing services.

- Include "**Colorado Cooperative Purchasing Agreement**" on your orders
- B&T will provide all products with free shipping
  - Personal staff orders will be charged shipping
- No minimum order
- Payment terms are Net 30 days
- Special service discounts include cataloging, processing, and customized technical services – contact vendor for information

To Order:	<u>Books &amp; spoken word:</u> <u>School &amp; Public</u> Baker & Taylor Attn: Ordering Dept. 251 Mt. Olive Church Rd. Commerce, GA 30599-9988	<u>Books &amp; spoken word:</u> <u>Academic</u> Baker & Taylor Attn: Ordering Dept. 501 S. Gladiolus Momence, IL 60954-1799	<u>Books &amp; spoken word:</u> <u>All libraries</u> Baker & Taylor 1000 Commerce Dr. Suite 400 Pittsburgh, PA 15275
Phone:	800-775-1100	800-775-2300	800-775-2600
Fax:	800-775-7480	800-775-3500	888-285-8922

Discount:	<u>Public</u>	<u>Academic</u>	<u>School</u>
Hardcover trade editions:			
1-3 copies/titles	44.6%	44.2%	42%
4+ copies/titles	45.2%	44.2%	42%
Adult & juvenile quality, and mass market paperbacks	40%	40%	35%
Publisher's library editions	21%	20.5%	22%
University press trade ed.	10%	10%	10%
Text, Technical, Reference, Small Press & Titles of Low demand	0-5%	0-5%	0-5%
Imported English & Non-English Language Editions	0-5%		0-5%
Spoken word audio	45%	45%	42%
BT Bound	25%	15%	25%
Music**	15-30%	15-30%	15-20%
DVD	27.5%	25%	20%

\*Enhanced Service Program: titles where B&T 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 \$4.95 per unit surcharge

\*\* Discount based on value of manufacturer's list price

### BLACKWELL'S BOOK SERVICE

Blackwell provides scholarly, scientific and technical, medical, and special purpose academic materials.

- Include the phrase "**Colorado Cooperative Purchasing Agreement**" on your order
- Order by fax, email, phone, mail, or online with Collection Manager
- Shipping is 1.5% of invoice value
- Pricing for cataloging and physical processing is available. Please contact the vendor
- No minimum order requirement
- Customer service representative is Susan Bigelow 1-877-270-4334 or [susan.bigelow@blackwell.com](mailto:susan.bigelow@blackwell.com)

To Order: Blackwell's Book Service

Updated 3/7/2007

6024 Jean Road, Building G  
Lake Oswego, OR 97035

Phone: 1-800-547-6426  
Fax: 1-503-620-9302

Discount:

- Approval Orders 15% discount off list price and no shipping fee
- New title Announcement Service 15% discount off list price and no shipping fee
- Firm Orders 15% discount of list price and no shipping fee
- Standing Orders 7% discount off list price and no shipping fee
- Blackwell's will supply titles for which they receive little or no discount at publisher's list price and apply a \$6.00 acquisition fee
- A/V title discount is based upon publisher's list price plus a 10% handling fee of no less than \$10 per item

## BRODART

Brodart provides adult and children's books, research and technical materials, and small press titles. They also offer Spanish titles.

- Include "**Colorado Cooperative Purchasing Project**" on your order
- Orders may be submitted by mail, fax, phone, or electronically through Bibz.com or 1stpick.com
- Orders should include quantity, title, author, publisher or ISBN - no special order form is needed
- Special services discounts include cataloging, processing, paperback bindery, barcodes, and machine-readable cataloging - contact vendor for information
- No minimum order requirement
- Freight is free, terms of payment Net 30 days
- Customer service Representative: Jim Hollingsworth jim.hollingsworth@brodart.com
- Processing Options:
 

Complete Cataloging and Processing	\$ .85
Automated Processing	\$ .75
Book with Loose Kit	\$ .60
Fastened Jacket	\$ .55
Circulation Service	\$ .15
Theft Detection	\$ .45
Duralam paperback protection	\$ 4.25
Dura-Guard for paperback books	\$ 2.00

To Order: Brodart Co.  
500 Arch St.  
Williamsport, PA 17701

Phone: 1-800-233-8467  
Fax: 1-800-999-6799

Discount:

Trade	45%
Publishers library editions	22%
Single Reinforced Editions	33%
Trade & mass market paperbacks	40%
Non-trade hardcover & paperbacks	12%*

\*Hardcover and paperback titles on which Brodart receives minimal or no discount and/or the publisher requires prepayment may be assessed a \$2.95 service charge.

## INGRAM LIBRARY SERVICES, INC.

Ingram provides books, spoken word audiocassettes and CD's, and pre-recorded videos (VHS & DVD).

- Any library with accounts not under the contract that wish to receive the contract terms, or anyone adding a new account must call Customer Support at 800-937-5300 to maintain or set account up under the terms of the **Colorado Cooperative Purchasing Agreement**

- Orders may be phoned, mailed, faxed, or sent electronically via Flashback, or electronic interface (e.g. Sirsi, ipage, Ingram's online order and account management tool, is available at no cost
- Due to rising fuel costs and surcharges implemented by the transportation carriers, Ingram is unable to offer unlimited Ingram-paid freight. Ingram will pay the first 4% of the total invoice towards freight charges for public, academic, and correctional libraries. The library will be responsible for any freight charges exceeding that percentage. Ingram will assist the library in consolidating accounts and adjusting order processes so that shipments are timely well keeping freight under or near the freight credit amount
- School and Special Library orders will receive Ingram-paid freight from your Ingram designated primary and secondary distribution centers - accounts will be set to receive two shipments per purchase order
- Video orders will receive Ingram-paid freight on shippable orders totaling \$200 or greater
- Payment terms are 1% off if paid in 10 days / Net 30 days

To Order: Ingram Library Services, Inc.  
 Attn: Order Entry  
 One Ingram Blvd  
 PO Box 3006  
 La Vergne, TN 37086-1986

Phone: 1-800-937-5300  
 Fax: 1-800-677-5116

Discount:	<u>Public, Academic, &amp; Correctional</u>	<u>School &amp; Special</u>
Trade hardcover	44.5%	38%
Trade quality paperbacks	40%	38%
Single library editions*	44.5%	38%
Mass market paperbacks	40%	38%
Publisher's library bindings	20%	18%
Short discounted titles	8%	7%
University press	8%	7%
Spoken word audio**	0-45%	0-45%
Video/DVD	25%	25%
Net titles	0% with no service charge	

\*School and Library (S&L) bindings – also known as Single Library Editions (SLE) and Reinforced Trade Editions (RTE) are a separate category of bindings sold at trade discount to all wholesalers by publisher. Ingram sells these products at full trade discount.

\*\*NOTE: 80-85% of spoken word audio is discounted at 45%.

### **LATIN AMERICAN BOOK SOURCE, INC.**

Latin American Book Source supplies books in Spanish to U.S. libraries and bookstores. They supply books from Spain, Mexico, Argentine, Chile, Uruguay, El Salvador and less frequently from South and Central American Countries.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- No minimum order requirement
- Shipping charge: 6%
- Orders should include basic bibliographic information (author, title, ISBN, Publisher)

To Order: Latin American Book Source, Inc  
 289 3<sup>rd</sup> Ave  
 Chula Vista, CA 91910

Website: [www.latambooks.com](http://www.latambooks.com)  
 E-mail: [customers@latambooks.sdcoxmail.com](mailto:customers@latambooks.sdcoxmail.com)  
 Phone: 619-426-1226  
 Fax: 619-426-0202

Discount:  
 ▪ 12% off list price

## PERMA-BOUND

Perma-Bound offers prebound books, audios, videos, DVDs, software, and teaching aids.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- No minimum order amount
- No shipping charges
- Free Order Typing Service
- Free Bibliographic Lists
- Order placement by phone, mail, fax, email, or online
- Sales representative is Dolly Wilcoxson 1-303-699-1004

To order: Perma-Bound Books  
Attn: Order Department  
617 E. Vandalia Road  
Jacksonville, IL 62650

Website: [www.perma-bound.com](http://www.perma-bound.com)  
E-mail: [books@perma-bound.com](mailto:books@perma-bound.com)  
Phone: 1-800-637-6581  
Fax: 1-800-551-1169

### Discount:

- Listed prices online and in the catalog reflect a School and Library discount of 22% - 30% off the list price
- Colorado Cooperative Purchasing Agreement can choose one of the following additional discount options:
  - An additional 5% off the pre-discounted catalog/website prices
  - Or
  - Free self-ready processing for all orders

\*\*Please note: audios, videos, software, and teaching aids are NOT discounted.

## MAGAZINE ORDER

### COX SUBSCRIPTION, INC.

Cox provides periodicals, journals, and newspapers.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- Newspapers are offered at publishers list price. Magazines must be ordered to receive newspapers
- Orders may be placed by mail, phone, fax, or electronically
- For exact pricing, please submit entire title list for a no-obligation quote
- Payment due upon receipt of invoice
- Customer service Reps:
  - Schools: Laru Baka 800-571-9554 x 246 lbaka@wtcox.com
  - Non-Schools: Linda Thomas 800-571-9554 x 218 lthomas@wtcox.com

To Order: Cox Subscriptions, Inc.  
Attn: Tina Evans  
201 Village Road  
Shallotte, NC 28470

Phone: 1-800-571-9554 x 236  
Fax: 1-877-755-6274

### Discount:

Discount is offered based on the condition that WT Cox receives your list in its entirety with only minor changes such as additions, deletions, and/or quantity changes.

- 15% on all titles to Public Schools
- 10% on discountable titles to Public Libraries
- 3% service charge to Special Library/Academics and publisher list prices to Community Colleges

**BINDING****HOUCHEN BINDERY LTD**

Houchen binds library, paperback, music scores, audio, prebind books, magazines, and more.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- Order forms or order cards for a desired pickup will be furnished
- With orders, send any special instructions in writing
- Minimum order \$75.00
- Freight – Houchen will pick up and deliver back in most instances
- Fuel Surcharge may apply (minimum 2%) depending on current fuel price

To Order: Houchen Bindery Ltd.

Attn: Justin Ogren

340 First St.

Utica, NE 68456

Phone: 1-800-869-0420

Fax: 1-402-534-2761

Discount:

School up to 9" 6.90

Up to 10" 7.45

Up to 12" 7.65

Up to 14" 7.90

Paperback/laminated 5.70

Paperback/economy 5.15

Music Scores 10.50

Audio & DVD estimated on size

Prebind books estimated, contact vendor

Magazine up to 9" 8.50

Up to 10" 8.90

Up to 12" 9.20

Up to 14" 9.45

Under 250  
of same title

Over 250  
of same title

Textbooks – plain **NO LONGER OFFERED AS OF 3/7/2007**

Textbooks – 4-color

Reproductions 8.10 1.5 % discount/Invoiced (purchase order)

Newspapers – tabloid 22.00

Newspapers – full size 50.00

Pamphlet 4.20

Picture Perfect add 2.75

Call numbers/lines add .60

Hand sewn add 16.00/hr

Insert tattle tape add .35

Extra thickness over 2 ½" add .75

Recase add 5.20

4-Color add 2.90

Map Pocket add 3.45

Hourly Labor add 25.00

\*\*Please note that Houchen Bindery's policy is to use 4 color covers when there is 10 or more of a title

## EQUIPMENT AND SUPPLIES

### DEMCO, INC.

Demco is a dedicated source for supplies, furniture, equipment, personal and professional service support, ideas and how to tips.

- Include **C3MP30** on all mail, fax, or web orders for discount
- Minimum order \$25.00
- Payment terms Net 30 days
- For large quantity or high dollar purchases, please contact Margie Meinzer at 1-800-462-8709
- DEMCO, Inc. will incur Regular FedEx Ground delivery service on all stock items Transportation will be prepaid and added to all drop shipped items sent directly to you. DEMCO, Inc. will furnish good faith estimates of shipping charges as related to product orders. Express shipping is not included
- Offer excludes: 3M tattle tape, RFID, self-check systems, Staff workstations and video check-out; Checkpoint products; Peek-a-Book products; Software; All Licensed products; Life Secure products; Books from our web-site; Special orders for non-standard products

To Order: DEMCO, Inc.  
PO Box 7488  
Madison, WI 53704-7488

Website: [www.demco.com](http://www.demco.com)  
E-mail: [order@demco.com](mailto:order@demco.com)  
Phone: 1-800-356-1200  
Fax: 1-800-245-1329

Discount:

- 18% on library, office, and computer supplies
- 5% on library promotional and educational items
- 10% on furniture and equipment

### HIGHSMITH

Highsmith offers library supplies as well as furniture and equipment.

- All orders should include the following phrase: "**Colorado Library Consortium Discount No. 218594**" for discount pricing
- Free shipping and handling on orders over \$100 of items stocked by Highsmith. Shipping and handling charges prepaid and added to your invoice on all other orders
- \$25 minimum order
- Excludes bids, *LibrarySparks* magazine, 3M security products, sale catalogs, Edupress, Mindsparks, Interact, Learning Well items, orders already in progress or with other discounts
- For large orders such as furniture, equipment, AV or computers, contact Jane Eikland at 1-800-453-2180 or [bids@highsmith.com](mailto:bids@highsmith.com)

To Order: Highsmith, Inc.  
W5527 State Road 106  
P.O. Box 800  
Fort Atkinson, WI 53538-0800

Website: [www.highsmith.com](http://www.highsmith.com)  
Phone: 1-800-558-2110  
Fax: 1-800-350-6236

Discount:

- 17% off of current catalog prices

## PAPER ROLL PRODUCTS

Paper Roll Products provides Thermal Printer Paper Rolls, 3M Self-Check Thermal Rolls, Flashcan Self-Check Mag Printer 5300 Thermal Rolls, Dynix Horizon Library System Paper Rolls, Bond Printer Paper Rolls, all Self-Check Kiosk Paper Rolls, Inked Ribbons, and Printer, Copier and Fax Cartridges and Toner. In addition they provide custom printed receipt rolls.

- Identify your library as a member of the **Colorado Cooperative Purchase Agreement** to receive discount
- No minimum order and all orders ship same day
- All paper sizes and types are stocked
- All products 100% guaranteed
- Place orders by phone, fax, or e-mail
- Please call for special quote for 10 or more cases. 25+ cases includes free freight

To order: Paper Roll Products  
245 Marie Ave E.  
West St. Paul, MN 55118  
E-mail: sales@paperrollproducts.net  
Phone: 651-224-9880  
Fax: 651-293-1397

Discount:  
10% off our list prices

## RACO INDUSTRIES

Raco Industries offers scanning equipment, receipt printers, library cards, bar code labels, and related accessories.

- Mention membership in **CLiC** to receive discount
- No minimum order requirement on equipment
- Orders can be faxed, phoned, or mailed
- Net 30 Days
- All equipment sent from RACO warehouse will receive complete technical support at no additional charge
- Orders must go through Judith Maria 888-433-1274 or Tonya Donaldson

To Order: Raco Industries  
PO Box 692127  
Cincinnati, OH 45269  
Attn: Judith Maria  
Website: www.racoindustries.com  
www.bcdw.com  
E-mail: jmaria@racoindustries.com  
Phone: 888-433-1274  
Fax: 888-232-8731

Discount:  

- Contact Judith Maria for discount pricing
  - Discounts range from 10% to 65% off website pricing

## VERNON LIBRARY SUPPLIES

Vernon offers consumable library supplies (labels, book covers, tapes, etc.) as well as Non-consumable items (furnishings, equipment, technology, etc).

- Include your membership with **Colorado Library Consortium** on all mail, fax, phone, or web orders to receive discount
- Minimum order is \$25.00
- Orders over \$100.00 of CONSUMABLE goods have free shipping
- Sales representative Francine Kersh 1-800-878-0253 ext. 113

To Order: Vernon Library Supplies, Inc.

2851 Cole Court  
Norcross, GA 30071  
Website: [www.vernlib.com](http://www.vernlib.com)  
E-mail: [sales@vernlib.com](mailto:sales@vernlib.com)  
Phone: 1-800-878-0253  
Fax: 1-800-466-1165

Discount:

- 20% on Consumable Library Supplies (labels, book covers, tapes, etc.)
- 10% on Non-Consumable items (furnishings, equipment, technology, etc.)