



Colorado Library Consortium (CLiC) Colorado Cooperative Purchasing Agreement 2008 Vendor Awards & Discounts

The following library vendor discounts are available exclusively to Colorado libraries. Categories of discounts include binding, books & A/V material, equipment and supplies, and subscriptions. Instructions for obtaining these discounts are included with each vendor's listing below. We cannot address everything in these pages, so please contact the vendor directly with your questions and concerns. All prices are good through **December 31, 2008**.

Because the Colorado State Library pays for all Colorado libraries to be BCR members, look for additional vendor discounts² on BCR's web site at <http://www.bcr.org/discounts/library-office.html>. Also, libraries with high-volume orders should contact vendors to see if additional discounts are available.

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

Company	Products	Discount	Discount Code	Details
Binding				
Houchen Bindery Ltd	Binds books, paperback, music scores, audio, offers pre-bound books, magazines, & more	Varies based on service	Colorado Cooperative Purchasing Agreement	Page 2
Books & Audio-Visual				
Baker & Taylor	Books, AV, and Music	Up to 44.8%	Colorado Cooperative Purchasing Agreement	Page 3
Blackwell's Book Service	Scholarly, scientific, technical, medical, and academic materials	Up to 15%	Colorado Cooperative Purchasing Agreement	Page 4
Brodart	Adult and children's books, research and technical materials, and small press titles	Up to 45%	Colorado Cooperative Purchasing Agreement	Page 5
Ingram Library Services	Books, spoken word audiocassette and CD's, as well as DVD & VHS recordings	Up to 45%	Colorado Cooperative Purchasing Agreement	Page 6
Equipment and Supplies				
DEMCO	Library, office & computer supplies, promotional educational material & furniture	Up to 18%	Discount# C3MP30	Page 7
Highsmith	Library equipment and supplies as well as furniture	Up to 18%	Colorado Library Consortium Discount No. 218594	Page 7
Paper Roll Products	Printers, rolls, inked ribbons, printer cartridges and more	10% off list	Colorado Cooperative Consortium	Page 8
RACO Industries	Scanning equipment, receipt printers, library cards, bar code labels, and more	Up to 65%	Mention membership in Colorado Library Consortium/ CLiC	Page 8
Tebo Store Fixtures	Display fixtures and accessories	Up to 30%	Discount codes available for web site (see below)	Page 9
Vernon Library Supply	Consumable library supplies and furnishings	Up to 20%	Mention membership in Colorado Library Consortium/ CLiC	Page 9
Subscriptions				
WT Cox Subscriptions	Periodicals, journals, and newspapers	Typically 10-15%	Colorado Cooperative Purchasing Agreement	Page 10

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

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

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
- Houchen will pick up and deliver back orders of at least 10 items
- Fuel surcharge may apply (3%) depending on current fuel price

To Order: Houchen Bindery Ltd.
Attn: Justin Ogren/Damon Osborne
340 First Street
Utica, NE 68456
Phone: 1-800-869-0420
Fax: 1-402-534-2761

Discounted Prices:

School up to 12"	\$7.90
School over 12"	\$8.25
Paperback/laminated	\$5.95
Paperback/economy	\$5.35
Music Scores	\$10.95
Audio & DVD	By estimate, depending on size
Prebound books	By estimate, contact vendor
Magazine up to 9"	\$8.85
Up to 10"	\$9.25
Up to 12"	\$9.65
Up to 14"	\$9.90
Textbooks – 4-color	\$8.25 (1.5% discount for 100+ of the same title.* 10 or less of same title will be bound in plain covers.)
Newspapers – tabloid	\$24.00
Newspapers – full size	\$55.00
Pamphlet	\$4.90

Additional Services

Picture Perfect	add	\$2.75
Call numbers/line	add	\$0.60
Hand sewn	add	\$18.00/hr
Insert tattle tape	add	\$0.35
Extra thickness over 2 ½"	add	\$0.85
Recase	add	\$5.45
4-Color	add	\$2.95
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

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 from date of invoice
- Special service discounts are available for cataloging, processing, and customized technical services – contact vendor for information

To Order: **Books & Spoken Word**

Public & School

Baker & Taylor, Inc.
Attn: Ordering Dept.
3584 Old Maysville Road
Commerce, GA 30529

Phone: 800-775-1100

Phone:

Fax: 800-775-7480

Fax:

Academic

Baker & Taylor, Inc.
Attn: Ordering Dept.
501 S. Gladiolus St.
Momence, IL 60954-1799

800-775-2300

800-775-3500

DVD and Music CDs (all members)

Baker & Taylor, Inc.
1000 Commerce Drive, Suite 400
Pittsburgh, PA 15275
Phone: 800-775-2600
Fax: 888-285-8922

Discount	<u>Public</u>	<u>Academic</u>	<u>School</u>
Hardcover trade editions:			
1-4 copies/titles	44.8%	44.2%	42%
5+ 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%	0-5%	0-5%
Spoken word audio	45%	45%	42%
BT Bound	21%	15%	25%
Music**	15-30%	15-30%	15-20%
DVD	29.1%	25%	20%
Games	5%	5%	5%

*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 free of charge
- Pricing for cataloging and physical processing is available. Please contact the vendor
- No minimum order requirement

To Order: Contact your customer service representative:
Susan Bigelow
Phone: 877-270-4334
Fax: 503-620-9302
Email: susan.bigelow@blackwell.com

Or mail directly to:
Blackwell Book Services
6024 Jean Road, Building G
Lake Oswego, OR 97035

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 will supply titles for which they receive little or no discount at publisher's list price and apply an \$8.00 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
- 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 charge is 1% of book total
- Terms of payment: net 30 days from date of invoice
- Customer Service Representative:
Jim Hollingsworth
Phone: 800-233-8467 x6387
jim.hollingsworth@brodart.com

To Order: Brodart Co. Books & Automation
Order Department
500 Arch St.
Williamsport, PA 17701
Phone: 1-800-474-9802
Fax: 1-800-999-6799
Email: bookscs@brodart.com

Discount:

<u>English Language Material</u>	
Trade hardcover editions	45%
Non-trade hardcover & paperbacks	12%*
Publishers library editions	22%
Single reinforced editions	33%
Trade & mass market paperbacks	40%
Spoken word audio	45%
Net titles	12%

<u>Spanish Language Material</u>	
Trade hardcover editions	40%
Non-trade hardcover & paperbacks	20%*
Publishers library editions	20%
Single reinforced editions	20%
Trade & mass market paperbacks	40%
Spoken word audio	45%
Net titles	20%

<u>Continuations</u>	
Trade Hardcover & Paperback Editions	42.0%
Non-Trade Hardcover & Paperback Editions	10.0%*

*Hardcover, paperback and audio titles on which Brodart receives minimal or no discount and/or the publisher requires pre-payment may be discounted at the non-trade discount plus \$2.95 service charge.

Processing Options:

Complete Cataloging and Processing	\$.85/book
Automated Processing	\$.75/book
Fastened Catalog Card Kit	\$.60/kit
Attached Jacket	\$.55/jacket
Circulation Service	\$.15/label & record
Theft Detection	\$.45/device
Duralam paperback protection	\$ 4.25/book
Dura-Guard for paperback books	\$ 2.00/book

INGRAM LIBRARY SERVICES, INC.

Ingram provides books, spoken word audiocassettes and CD's, music, and pre-recorded DVDs.

- Colorado libraries wishing to create a new account should call their Account Services Coordinator, Robin Dansereau at 800-937-5300, extension 36302 to set up an account under the contract for the **Colorado Cooperative Purchasing Agreement**
- Orders may be phoned, mailed, faxed, or sent electronically via ILS or through ipage
- Ingram offers **full** processing and cataloging services for products purchased through Ingram; contact your Account Services Coordinator to establish profile.
- Payment terms are 1% discount if paid in 10 days of statement date / Net 30 days
- Ingram-paid freight from your designated primary and secondary distribution centers.

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
Email: ILS.orders@ingrambook.com
ipage: <http://www.ipage.ingrambook.com>

Discount:	<u>Public, Academic, & Correctional</u>	<u>School & Special</u>
Trade hardcover	45%	42.5%
Trade quality paperbacks	40%	36%
Single library editions*	45%	42.5%
Mass market paperbacks	38%	36%
Publisher's library bindings	21%	22%
Short discounted titles	8%	7%
University press	8%	7%
Spoken word audio**	0-45%	0-45%
DVD	0-35%	0-35%
Net titles, no service charge	0%	0%

*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%.

E-books are available through Ingram.

Music can be purchased at 0-45.0%

EQUIPMENT AND SUPPLIES

DEMCO, INC.

DEMCO provides supplies, furniture, equipment, personal and professional service support, ideas and how to tips.

- Include **Discount# 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 DEMCO Sales Team:
Phone: 800-462-8709 x227 Fax: 888-329-4728 Email: quote@demco.com
- 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.
- 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
- Exclusions: 3M, Checkpoint and Bibliotheca security products, Peek-a-Book products, custom set fees and special order items for non-standard products.

To Order: DEMCO, Inc.
4810 Forest Run Road
PO Box 7488
Madison, WI 53704-7488
www.demco.com
E-mail: order@demco.com
Phone: 800-356-1200
Fax: 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 must 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
- Not valid with other discounts, bids, sale catalogs, 3M Security Products, Edupress, Mindsparks, Interact, and Learning Well Brands.
- For large orders such as furniture, equipment, AV or computers, contact:
Lisa Heinen
Regional Bid Sales Coordinator
Phone: 800-453-2180
Fax: 800-350-6236
Email: bids@highsmith.com

To Order: Highsmith, Inc.
W5527 State Road 106
P.O. Box 800
Fort Atkinson, WI 53538-0800
Website: <http://www.highsmith.com>
When ordering online, insert discount number in the promotion code field and the discount will be applied automatically.
Phone: 1-800-558-2110
Fax: 1-800-350-6236

Discount: 18% 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 Consortium** to receive discount.
- No minimum order
- Shipping: free for 25+ cases, which will ship by truck. Fewer than 25 cases will ship by UPS ground. All orders ship the same day as placed.
- Place orders by phone, fax, or e-mail
- Please call for special quote for 10 or more cases.

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 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
- Payment: Net 30 Days
- Freight: prepay & add. UPS Ground shipping.
- All equipment sent from RACO warehouse will receive unlimited technical support at no additional charge
- Orders must go through Judith Maria 888-433-1274 or Tonya Donaldson 513-985-2542

To Order: Raco Industries
Attn: Judith Maria
5480 Creek Road
Cincinnati OH 45242

PAYMENT

PO Box 692127

Cincinnati, OH 45269

Website: www.racoindustries.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

TEBO STORE FIXTURES

Tebo Store Fixtures provides display furniture and accessories such as gridwall/slatwall and accessories, display cases, magazine racks, showcases, and packaging and labeling supplies.

- No minimum order requirement
- Orders can be faxed, phoned, or mailed
- Web site orders must be paid by credit card. All billable orders must be placed by phone.
- Call for discounted quotes on special orders

To Order: Tebo Store Fixtures
5771 Logan Street
Denver, CO 80216

Phone: 800-525-2646
Fax: 303-292-2410
www.tebostorefixtures.com

Discounts:

- 30% off in-stock metal items (gridwall and accessories, magazine and other racks)
- 20% off in-stock counters, showcases, packaging and labeling supplies
- 10% off in-stock plastics and slatwall

To receive the discount when ordering on the web site, enter **clc30** for the 30% discount, **clc20** for the 20% items, and **clc10** for the 10% items at checkout.

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
- No minimum order required
- Orders over \$50.00 of CONSUMABLE goods have free shipping
- Sales representative
Francine Kersh
Phone: 1-800-878-0253 x 113

To Order: Vernon Library Supplies, Inc.
2851 Cole Court
Norcross, GA 30071
Website: www.vernlib.com
E-mail: 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 Library Supplies (furnishings, equipment, technology, etc.)

SUBSCRIPTION ORDERS

WT COX SUBSCRIPTIONS, INC.

Cox provides periodicals, journals, and newspapers.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- 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 representative:
Linda Thomas
Phone: Thomas 800-571-9554 x 218
Fax: 910-755-0958
Email: lthomas@wtcox.com

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

Phone: 800-571-9554 x 221
Fax: 877-755-6274
Email: tevans@wtcox.com

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.

- Minimum of 15% discount on all titles to Public Schools
- Minimum of 10% discount on discountable titles to Public Libraries
- 3% service charge to Special Library/Academics
- Publisher list prices to Community Colleges