



Colorado Library Consortium (CLiC) Colorado Cooperative Purchasing Agreement 2010 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, 2010**.

Because the Colorado State Library pays for all Colorado libraries to be BCR members, look for additional vendor discounts² on BCR's website at <http://www.bcr.org/productivity/supplies/librystore.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
<u>Binding</u>				
Denver Bookbinding Company	Binding products and services	Varies based on service	CCPA	Page 2
Houchen Bindery Ltd	Binds books, paperback, music scores, audio, offers pre-bound books, magazines, & more	Varies based on service	Colorado Cooperative Purchasing Agreement	Page 3
<u>Books & Audio-Visual</u>				
Baker & Taylor	Books, AV, and Music	Up to 45.2%	Colorado Cooperative Purchasing Agreement	Pages 4-6
Brodart	Adult and children's books, research and technical materials, and small press titles	Up to 45%	Colorado Cooperative Purchasing Agreement	Pages 7-8
Ingram Library Services	Books, spoken word audiocassette and CD's, as well as DVD & VHS recordings	Up to 45%	Colorado Cooperative Purchasing Agreement	Page 9
Mackin	Books and materials for schools	5% add'l.	CLICCO	Page 10
<u>Equipment and Supplies</u>				
A. Rifkin Co.	Library bags, totes, and book mailers	10%	Colorado Cooperative Purchasing Project	Page 11
DEMCO	Library, office & computer supplies, promotional educational material & furniture	Up to 18%	Discount# C3MP30	Page 12
Highsmith	Library equipment and supplies as well as furniture	Up to 18%	Colorado Library Consortium Discount No. 18188N	Page 13
RACO Industries	Scanning equipment, receipt printers, library cards, bar code labels, and more	Up to 65%	Mention membership in Colorado Library Consortium/ CLiC	Page 14
Vernon Library Supplies	Consumable library supplies and furnishings	Up to 20%	Mention membership in Colorado Library Consortium/ CLiC	Page 15
<u>Subscriptions</u>				
Basch Subscriptions, Inc.	Periodicals, journals, newspapers, and continuations	Up to 15%	Colorado Cooperative Purchasing Agreement	Page 16
Wolper Subscriptions, Inc.	Subscription management services incl. periodicals, journals, and newspapers	Up to 15%	Colorado Cooperative Purchasing Agreement	Page 17
WT Cox Subscriptions	Periodicals, journals, and newspapers	Typically 10-15%	Colorado Cooperative Purchasing Agreement	Page 18

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

DENVER BOOKBINDING COMPANY, INC.

Denver Bookbinding Company provides binding products and services.

- Reference **CCPA** pricing
- Special instructions need to be written or e-mailed and a copy included with order
- Will pickup and deliver orders from a central location within a 75-mile radius for orders of 50 or more books
- No minimum order for binding but orders may be subject to shipping charges

To Order: Order forms on website or can be faxed.
<http://www.denverbook.com/>
Fax: 303-455-2677
Local: 303-455-5521
Toll free: 800-727-4725
Email: dbbc@denverbook.com

Prices:	Textbooks – bound in canvas based book binding material	\$9.25
	Library Books up to 12” in height/2” thick	\$8.00
	Periodicals up to 12” height/2” thick	\$13.50

Extra Charges:

Excess height or width over unit price	\$2.50/inch
Excess thickness over unit price	\$3.50/ ½ inch
Handwork	\$25/hour
Picture covers	\$4

*Other specialty binding items and bookbinding supplies can be found on our website.

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, check website for this information, www.houchenbindery.com
- With order, send any special instructions in writing
- Orders under 20 items will have a \$15 transportation and handling fee
- Orders over 20 items will not have a T/H fee as long as highway diesel is under \$4.50 per gallon.
- Freight – Houchen will pick up and deliver back in most instances. We are in the front range on a regular basis. Please contact us for schedule.

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

Pricing:	Textbooks – 4-color	\$8.65	
		1.5% discount for 100+ of the same title.*	
		10 or less of same title will be bound in plain covers	
	School up to 12"	\$8.15	
	School over 12"	\$8.40	
	Paperback/laminated	\$6.15	
	Paperback/economy	\$5.35	
	Music Scores	\$11.25	
	Audio & DVD	By estimate, depending on size	
	Prebound books	By estimate, contact vendor	
	Magazine up to 12"	\$9.85	
	Over 12"	\$10.40	
	Newspapers – tabloid	\$25.00	
	Newspapers – full size	\$58.00	
	Pamphlet	\$5.50	
	<u>Additional Services</u>		
	Picture Perfect	add	\$3.00
	Call numbers/line	add	\$0.75
	Hand sewn	add	\$18.00/hr
	Insert tattle tape	add	\$0.40
	Extra thickness over 2 ½"	add	\$0.95
	Recase	add	\$5.85
	4-Color	add	\$3.15
	Map Pocket	add	\$3.65
	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 & 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
- Provide all products with Free Shipping for FOB Destination to a primary service center; reserve the right to reevaluate shipping services if fuel surcharges exist
- 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

	Public Libraries	School Libraries	Academic Libraries
Customer Service-Books	Anita Glover 800-775-1200 x2767	Sandra Whitfield 800-775-1200 x2770	Carol Betourney 800-775-2300 x405
Customer Service-AV Materials	Bob Williams 800-775-3300 x103	Bob Williams 800-775-3300 x103	Bob Williams 800-775-3300 x103
Sales Representative	Tammy Crooks 800-775-7930 x1270	Shana Barrington 800-775-7930 x1955	Barbara Kawecki 800-258-3774 x3706

To Order:

Books & Spoken Word

Public & School

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

Phone: 800-775-1100

Fax: 800-775-7480

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: Materials

<u>Material</u>	<u>Public</u>	<u>Academic</u>	<u>School</u>
Adult & Juvenile Hardcover Trade Editions:			
1-4 copies/titles	44.8%	44.8%	42%
5+ copies/titles	45.2%	45.2%	42%
Adult & Juvenile Quality and Mass Market Paperbacks	40%	40%	35%
Single Edition Reinforced (Juvenile)	21%	21%	22%
Publisher's Library Edition (Juvenile)	21%	21%	22%
University Press Trade Ed.	10%	10%	10%
Text, Technical, Reference, Small Press, and/or Titles of Limited Demand	0-5%	0-5%	0-5%
Imported English & Non-English Language Editions	0%	0%	0-5%

Spoken-Word Audio	45%	45%	42%
Board Books	21%	21%	22%
Novelty Items/Activity Books	21%	21%	22%
Special Programs such as PawPrints, BT Bound, Replica	0-21%	0-21%	0-25%
Playaways	25.1%	25.1%	N/A

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

**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

***Replica Books are priced at 5% off B&T list price.

Cataloging and Processing-Book Materials

<u>Service</u>	<u>Public</u>	<u>Academic</u>	<u>School</u>
Complete Shelf-Ready Processed Books (Mylar jacket, spine label, book pocket and card, & card set per book)	\$1.25/unit	\$1.25/unit	\$0.89/unit
Automated Package (Mylar jacket, spine Label, book pocket & card, barcode w/protector, MARC record)	\$1.45/unit	\$1.45/unit	\$0.69/unit
Card Kits (Book pocket & card, spine label, & card set per book)	N/A	N/A	\$0.79/unit
Card Sets (1 shelflist card, 2 main entry cards, 1 title card, add. cards for all added entries)	N/A	N/A	\$0.69/unit
Barcodes	\$0.17/label	\$0.17/label	1 Free/unit
MARC Records (diskette)	\$0.35/rec.	\$0.35/rec.	Free
MARC Records (download from Internet)	\$0.25/rec.	\$0.25/rec.	Free
Mylar Jacket (loose)	\$0.60/unit	\$0.60/unit	\$0.60/unit
Mylar Jacket (glued)	\$0.69/unit	\$0.69/unit	\$0.62/unit
Mylar Jacket (taped)	\$0.70/unit	\$0.70/unit	\$0.65/unit
Plastic Lamination of Paperback Covers	\$2.10/unit	\$2.10/unit	\$2.10/unit
Vinabind	\$5.39/unit	\$5.39/unit	\$4.95/unit
3M Theft Protection	\$0.55/unit	\$0.55/unit	\$0.30/unit
Checkpoint Theft	\$0.55/unit	\$0.55/unit	\$0.45/unit

Audio Visual Products-All Libraries

<u>Product/Service</u>	<u>Discount/Price</u>
Music-compact discs	30% off MSRP of \$25 or more 27.5% off MSRP of \$15-\$24.99 15% off MSRP of \$14.99 or less

DVDs	29.1%
Cataloging	
Standard, edited record	\$1.50/record
Unedited record	\$0.75/record
Processing	
Remove shrink-wrap and security seals	\$0.55/unit
Remove shrink-wrap & repackage in plastic case	\$1.00/unit
Digital Media Processing	\$1.69/unit
Additional Embedded Labels	\$0.15/label
Hand Applied Labels	\$0.25/label
Component Options	
Barcode Label	\$0.25/label
Custom Label	\$0.25/label
Date Due Slip	\$0.25/label
Label Protectors	\$0.25/label
Ownership Label	\$0.25/label
Pocket	\$0.35/label
Spine Label	\$0.25/label
Library supplied stamp or label	\$0.15/location
Theft Detection Devices	\$0.25-\$1.50/unit

BOOKS & AUDIO-VISUAL

BRODART CO.

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 Bibzll.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
- Shipping and Delivery is 1% of the item total
- Terms of payment: net 30 days from date of invoice
- Customer Care Staff:
Phone: 800-474-9802

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:

English Language Material

Trade hardcover editions	45%**
Non-trade hardcover & paperbacks	12%**
Publishers library editions	22%
Brodart Bound	22%
Single reinforced editions	33%
Trade Paperbacks	40%**
Mass Market Ppaperbacks	38%**
Spoken word audio CDs	45%**
Playaways (no available to schools)	18%

Spanish Language Material

Trade hardcover editions	40%**
Non-trade hardcover & paperbacks	20%**
Publishers library editions	20%
Brodart Bound	20%
Single reinforced editions	20%
Trade Paperback	40%**
Mass Market Paperback	31.5%**

Continuations

Trade Hardcover & Paperback Editions	42%**
Non-Trade hardcover & Paperback Editions	10%**

**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 (12%) or invoiced at publisher's list price, plus a service charge of \$2.95.

Processing Options:

Complete Cataloging and Processing	\$0.95/book
Automated Processing	\$0.85/book
Catalog Card Set	\$0.70/kit
Jacket	\$0.60/book
Spine Label	\$0.20/label
Barcode Label	\$0.20/label
Theft Detection	\$0.50/item

Duralam (conversion process)	\$4.50/book
Dura-Guard (paperback reinforcement)	\$2.20/book

Collection Development Services:

Collection Builder	No Charge
FASTips Profiles	No Charge
Silver TIPS	No Charge
Gold TIPS	\$50/month/profile
Diamond TIPS	\$100/month/profile
Spanish TIPS	No Charge
Paper TIPS List	\$15/copy

BOOKS & AUDIO-VISUAL

MACKIN EDUCATIONAL RESOURCES

Mackin offers books and non-print library material with custom cataloging and processing.

- All orders must include the discount code **CLICCO** to receive the additional discount.
- Free standard ground shipping
- No minimum order
- Colorado Consultant:
Bobbi Craig
Phone: 303-917-2765
Email: bobbi.craig@mackin.com

To Order: MACKIN LIBRARY MEDIA
3505 County Road 42 West
Burnsville, MN 55306

Website: www.mackin.com
Phone: 1-800-245-9540
Fax: 1-800-369-5490
Email: Mackin@mackin.com
Customer Service:
customerservice@mackin.com
1-800-245-9540

Discount: 5% additional discount off current online and catalog prices which are already discounted up to 40% off list prices.

Free cataloging and processing. This may include any of the following services:

- MARC record on CD or by email OR FULL CARD SET
- One applied or unapplied barcode label
- One applied or unapplied spine label
- One applied or unapplied reading program label
- Mylar cover on jacketed books
- Pockets
- Date due slip

Additional Services: Free Collection Analysis Plus Solutions
Online TitleMatch with your existing collection
Free Collection Development/Bibliographic Recommendations
Premiere Opening Day Collection provider

Additional Services: Free Collection Analysis Plus Solutions
Online TitleMatch with your existing collection
Free Collection Development/Bibliographic Recommendations
Premiere Opening Day Collection provider

EQUIPMENT and SUPPLIES

A. RIFKIN CO.

ARifkin provides library bags, totes, and book mailers.

- Include “**Colorado Cooperative Purchasing Project**” on your order
- Orders may be submitted by mail, fax, phone, or electronically through www.arifkin.com
- Orders should include quantity, color, material, freight, etc.
- No minimum order requirement

Representative:

Charles M. Myers
833 Adams Street
Denver, CO 80206
Phone: 303-320-4151
Fax: 303-355-6787
myersdc10@comcast.net

To Order: ARifkin Company
Customer Service
Phone: 1-800-458-7300

Discount: 10% off of current catalog or website prices

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
- No minimum order
- \$50 minimum order after discount for free shipping to apply
- Payment terms Net 30 days
- For large-quantity or high-dollar purchases, please contact customer service, Phone: 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
- 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.

Exclusions: (Pages from 2009 DEMCO Full Line Catalog)

- Security products shown on pages 78-81.
- Subscription program products on pages 440-441.
- Licensed Products including but not limited to: Garfield, Eric Carle, Arthur, Clifford.

To Order: E-mail: order@demco.com
Phone: 800-356-1200
Fax: 800-245-1329
DEMCO, Inc.
4810 Forest Run Road
PO Box 7488
Madison, WI 53704-7488
www.demco.com

Contact Information:

Amy Schmale	Contract Administrator	866-558-9068
Leann Dawson	Sales Specialist	800-462-8709 x7289
Pat Fish	Sales Specialist	800-462-8709 x7231

Discount: 18% on library, office, and technology supplies (consumables)
18% on Learning Materials (pages 288-441 of the 2009 Full Line catalog)
10% on furniture and equipment (non-consumables)

EQUIPMENT and SUPPLIES

HIGHSMITH

Highsmith offers library supplies as well as furniture and equipment.

- All orders must include the following phrase: “**Colorado Library Consortium Discount No. 18188N**” for discount pricing
- Free shipping and handling on orders over \$100 of items marked “Stock” in the catalog. Shipping and handling charges prepaid and added to your invoice on items marked “Non-Stock” in the catalog.
- \$25 minimum order
- Excludes LibrarySparks magazine, bids, 3M security products, sale catalogs, Edupress and Learning Well items, orders already in progress or with other discounts.
- For large orders such as furniture, equipment, AV or computers, contact:
Lisa Heinen
CSR Highsmith Quotes
Phone: 800-543-2180
Fax: 800-350-6236
Email: L.Heinen@highsmith.com

To Order: Highsmith
P.O. Box 5210
Jainsville, WI 53547-5210
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 Highsmith and Upstart catalogs.

EQUIPMENT and SUPPLIES

RACO INDUSTRIES

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

- Must mention membership in **CLiC** to receive discount
- No minimum order requirement on equipment
- Orders can be faxed, phoned, or e-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 800-446-1991x2542

To Order: Raco Industries
Attn: Judith Maria
PO Box 692127
Cincinnati, OH 45269

Website: www.racoindustries.com
E-mail: jmaria@racoindustries.com
Phone: 888-433-1274 (Judith)
800-446-1991 x 4672 (Tonya – Sales Support)
Fax: 888-232-8731

Discount: Discounts range from 10% to 65% off website pricing. Contact Judith Maria for discount pricing.

EQUIPMENT and SUPPLIES

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 LEVEL 2 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.)Level 2 items
- 10% on Non-Consumable Library Supplies (furnishings, equipment, technology, etc.) Level 1 items
- All discounts taken from web catalog at: www.vernlib.com, all products are designated as Level 1 or Level 2 items

SUBSCRIPTIONS

BASCH SUBSCRIPTIONS, INC.

Basch provides periodicals, journals, e-journals, newspapers, and continuations.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- Orders may be placed by mail, phone, fax, or electronically using *BOSS*
- For exact pricing, please submit entire title list or representative title list for a no-obligation quote
- No minimum order
- Payment due upon receipt of invoice

To Order: Basch Subscriptions, Inc.
Attn: Dolores Deneault
10 Ferry Street, Suite 429
Concord, NH 03301

Fax: 603.226.9443
Toll Free: 1.800.226.5310
Website: www.basch.com

Discount: Basch service fees range from a 15% discount to a modest 3% service charge added to the publishers' list price depending on the mix of titles.
The actual terms offered will depend upon the type of institution and mix of titles ordered through Basch.
A quotation may be requested at anytime to confirm the terms that will be offered.

SUBSCRIPTIONS

WOLPER SUBSCRIPTION SERVICES

Wolper provides subscription management services including mainstream consumer magazines, business & trade magazines, newspapers, and STM journals.

- All orders should be accompanied by complete subscriber/purchaser information, title, quantity, author, and ISSN/ISBN (if available)
- No minimum order
- Freight terms: All shipping and handling charges are included in our subscription and book prices
- Flexible invoicing and payment options; contact for information
- Sales representative:
JoAnne Kelley
Phone: (781) 834-3974
Fax: (781) 834-3979
Email: jkelly@wolper.com

To Order: Website, email, fax, phone, or mail
Attention: Traci Schiffert
6 Centre Square, Ste. 202
Easton, PA 18042
Phone: (610) 559-9550
Fax: (610) 599-9898
Email: tschiffert@wolper.com
Website: www.wolperweb.com (password protected subscription management website)

Customer Service: (610) 559-9550
Email: customerservice@wolper.com

Discount: 0-15% depending on title mix and volume for all categories, including Public Schools, Public Libraries, Special/Academic Libraries and Community Colleges.

SUBSCRIPTIONS

WT COX SUBSCRIPTIONS, INC.

WT Cox provides periodicals, journals, and newspapers.

- Mention the **Colorado Cooperative Purchasing Agreement** for discount
- Orders may be placed by mail, phone, fax, or electronically using *CoxNet*
- For exact pricing, please submit entire title list for a no-obligation quote
- No minimum order
- Payment due upon receipt of invoice
- Sales representative:
Tracy Miller
Phone: 800-571-9554 x 203
Fax: 877-755-6274
Email: tmiller@wtcox.com
- Customer Service representative:
Pam Youngberg
Phone: 800-571-9554 x 246
Fax: 910-755-0958
Email: pyoungberg@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.

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