

Colorado Library Consortium (CLiC) Colorado Cooperative Purchasing Agreement 2020 Vendor Discounts

The following library vendor discounts are available exclusively to Colorado libraries. Categories of discounts include Binding, Books and 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, 2020**.

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.

Information about the bid process: Requests for proposals (RFPs) were sent out to vendors. Vendors selected offered the best discounts above their normal discounted prices.

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 3-4
Books and Audio-Visual				
Baker & Taylor	Books, AV, and music	Up to 45.2%	Colorado Cooperative Purchasing Agreement	Page 5-8
Brodart Books & Automation	Adult and children's books, research and technical materials, and small press titles	Up to 45.3%	Colorado Cooperative Purchasing Project	Page 9-10
Ingram Library Services	Books, spoken word audiocassette and CDs, as well as DVD & VHS recordings	Up to 45%	Colorado Cooperative Purchasing Agreement	Page 11
Mackin Educational Resources	Books and materials for schools	3-6%	CLICCO	Page 12
Midwest Tape	Audiovisual materials	15% - 25%	CLiC	Page 13
Equipment and Supplies				
DEMCO	Library, office & computer supplies, promotional educational material & furniture	5%-16%	C3MP30	Page 14
K-Log	School and office furniture	5%	CONTRACT-0311	Page 15
The Library Store	Supplies, furniture, and equipment	Up to 30%	CLiC	Page 16
Subscriptions				
Prenax	Periodicals, journals, newspapers, and continuations	-15% to 3% service fee	Colorado Cooperative Purchasing Agreement	Page 17
WT Cox Information Services	Periodicals, journals, and newspapers	Up to 15%	Colorado Cooperative Purchasing Agreement	Page 18

HF Group (Formerly Houchen Bindery)

Serving all of Colorado with textbook, library, periodical, and newspaper binding and rebinding HF Group – Nebraska continues to be an industry leader in standard textbook rebinding as well as transforming new soft-covers into hard covers to stretch your school’s budget and drastically extend the life of your books. HF Group – Nebraska provides monthly pick-up and delivery service to the entire front range, so contact them for a schedule to help with any of your mid-year rebinding needs.

- Mention the Colorado Library Consortium Agreement for discount
- Please check the website for various binding information at www.houchenbindery.com.
- With order, send any special instructions in writing.
- Freight— HF Group - Nebraska will pick up and deliver back in most cases. Please contact HF Group for quantities totals that are needed for pickup/delivery.

To Order:

HF Group - Nebraska

Attn: Damon Osborne or Crystal Lankford

340 First Street

Utica, NE 68456

Phone: 1-800-869-0420

Email: dosborne@houchenbindery.com

Or: sales@houchenbindery.com

Or: clankford@houchenbindery.com

Fax: 1-402-534-2761

Discount:

Textbooks (4-color) \$10.50

\$11.55 per textbook if cloth cover is preferred.

*Please note that HF Group – Nebraska’s policy is to use front covers and spines (T4C) with a plain back cover with ISBN barcode on all textbooks unless otherwise requested.

****Titles under a quantity of 10 books will have a \$0.65 upcharge.**

This upcharge is due to more labor needed to set up machines for these smaller titles.

Textbook Plus \$13.25 per book for T4C

\$14.30 per book for cloth cover

Books that have a tight inner margin, can have binding done by hand to save maximum amount of inner margin.

Used only when necessary.

Class Novels \$10.35 per book

These would be identical paperback books in quantities of 10+ converted to hard covers. Quantities of 50+ of the same title may be eligible for additional discounts. Please call for more information.

Library Books \$10.55 per book up to 12”
 \$14.75 per book over 12”
 Digi-Cover: covers are scanned how they arrive, no editing.
 If there is no spine, a spine is automatically made. The upcharge
 to make a spine is \$1.75
 Library price includes cloth covers & digi cover (formerly realwraps, lami
 jacs, and 4 Color copy).

Magazine / Music Scores up to 12” \$10.95
 Over 12” \$15.25

Newspapers—tabloid \$40.00 (up to 17”)
 Newspapers—full size \$75.00 (up to 23”)

Additional Services

Picture Perfect	(The graphic department can create a cover for a book that did not one.) Call Damon or Crystal for a quote.	
Call numbers/line	add	\$1.10
Insert Tattletape	add	\$0.65
Extra Thickness over 2 ½”	add	\$1.75 per inch
Make a spine	add	\$1.75
Recase	add	\$7.00
Paper pocket	add	\$5.25
Cloth pocket	add	\$5.75
Hourly labor	add	\$15.00 per 15-minutes
Transportation/Handling		\$30.00 per invoice

Individual or staff personal books can be bound using basic standard method at \$30 each. These will be checked, in, handled, and billed separately from your facility’s order (please send these boxed separately with complete information and contact information to Damon Osborne’s attention).

Please visit www.houchenbindery.com to view all methods of binding or call them with any questions.

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
- Discounts are for Public Libraries and State Agencies
- Provide all products with Free Shipping. FOB Destination from a primary service center;
- 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

Baker & Taylor
Attn: Ordering Dept
3584 Old Maysville Road
Commerce, GA 30529
orders@baker-taylor.com
Phone: 800-775-1100
Fax: 800-775-7480
www.baker-taylor.com

DVD and Music CDs

Baker & Taylor
875 Greentree Road, Building 7
Suite 678
Pittsburgh, PA 15220
dan.metro@baker-taylor.com
Phone: 800-775-2600
Fax: 888-285-8922
www.baker-taylor.com

Contact:

Customer Service — Book/Spoken Word Audio

Anita Glover
800-775-1200 x2767
Anita.glover@baker-taylor.com

Customer Service
DVD/Blu-Ray/View/Music CD

Dan Metro
800-775-3300 x2097
Dan.metro@baker-taylor.com

Sales Representative

All Products
Jean Johnson
720-990-9498
Jean.Johnson@baker-taylor.com

Discount: Materials

Material

Adult & Juvenile Hardcover Trade Editions:	
1-4 copies/titles	45.0%
5+ copies/titles	45.5%
Adult & Juvenile Quality and Mass Market Paperbacks	40%
Single Edition Reinforced (Juvenile)	21%
Publisher's Library Edition (Juvenile)	21%
University Press Trade Ed.	10%
Text, Technical, Reference, Small Press, and/or Titles of Limited Demand	0-5%
Imported English & Non-English Language Editions	0%
Enhanced Service Program	0% plus \$4.95/unit
Spoken-Word Audio	45%
Board Books	21%
Novelty Items/Activity Books	21%
Special Programs such as PawPrints, and Turtleback editions	0-21%
Playaways	24%

*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

Discount: Cataloging and Processing-Book Materials

Barcodes	\$0.19/label
Spine Label	\$0.19/label
MARC Records (download from Internet)	\$0.30/rec.
Mylar Jacket (loose)	\$0.60/unit
Mylar Jacket (glued)	\$0.69/unit
Mylar Jacket (taped)	\$0.70/unit
3M Theft Protection	\$0.55/unit
Checkpoint Theft	\$0.55/unit
Plastic Lamination of Paperback Covers	Standard (10 mil): \$2.00/unit Poly (8mil): \$1.25/unit
Spoken Word Audio (Digital Media Processing, repackaging into upgraded case)	\$5.49/unit
RFID application	\$0.25/unit
RFID linking	\$0.35/unit
RFID tag	\$0.25/unit
RFID Bundle (includes tag, application, & linking)	\$0.75/unit

Discount: Audio Visual Products-All Libraries

Product/Service	Discount/Price
Music-compact discs	27%
DVD/Blu-ray	29.5%
Playaway View	0.0 %
Cataloging	
Standard 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	\$1.79/unit
Additional Embedded Labels	\$0.15/label
Hand Applied Labels	\$0.25/label
DVD/Blu-ray Bundle Processing	\$3.55/bundle
(Includes removal of shrink wrap and security devices, re-package in upgraded DVD/Blu-ray cases as appropriate, insertion of scanned manufacturer cover artwork, two embedded labels per cover)	
Component Options	
Disc Hub Label (Scannable or Eye-Readable)	\$0.25/label
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
Genre Label	\$0.15/label
Spine Label	\$0.25/label
Library supplied stamp or label	\$0.15/location
Theft Detection Devices	\$0.59-\$1.50/unit

Brodart Co. (Books, AV, and Automation)

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 BibzII.com.
- Orders can be made with any combination of 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 no charge
- Terms of payment: net 30 days from date of invoice
- Customer Care Staff: Phone: 800-474-9802

To Order: Brodart Co. Books & Library Services
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	45.5%**
Non-trade hardcover & paperbacks	11%**
Publishers library editions	22%
Brodart Bound	22%
Single reinforced editions	33%
Trade & Mass Market Paperbacks	40%**
Spoken word audio CDs	45%**
Playaways (not available to schools)	20%

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	11%**
Trade & Mass Market Paperback Editions	39.0%**

**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 (11%) or invoiced at publisher's list price, plus a service charge of \$2.95.

Processing Options 1***:

Automated Cataloging & Processing	\$1.08/book
Jacket	\$0.65/book
Spine Label	\$0.20/label
Barcode Label	\$0.20/label
Theft Detection	\$0.55/item

***Pricing for Option 2 (Flex) and Option 3 (Compleat) cataloging and processing services is available upon request and receipt of your library's specifications.

Brodart's Reinforcement Services

BrodartConvert (Paperback conversion to hardcover)	\$4.50/book
BrodartGuard (paperback reinforcement with laminate)	\$2.20/book

Collection Development Services

Collection Builder (Customized Selection Lists)	
Collection Builder Custom Selection Lists	No Charge
FASTips (Standing Orders)	
FASTips Profiles	No Charge
TIPS Profiles (Profiled Selection Lists)	
Silver TIPS	No Charge
Gold TIPS	\$50/month per profile
Diamond TIPS	\$100/month per profile

Package pricing at a reduced rate available for five or more profiles.

Online TIPS lists

Lists posted to your Bibz account	No Charge
-----------------------------------	-----------

Paper TIPS lists

	\$15 per copy
--	---------------

Note: Standard delivery method is Priority Mail (United States Postal Service).
Other delivery methods are available for an additional fee.

Online Tool

Bibz is Brodart's online collection development and ordering tool.

Unlimited Users	No Charge
-----------------	-----------

Ingram Library Services, Inc.

Ingram provides books, spoken word audio CDs, music CDs, pre-recorded DVDs/Blu-Ray, E-books, and E-audio.

- Colorado libraries wishing to establish or maintain an account should contact the Account Services Department at 800-937-5300 to set-up or update an account under the contract for the Colorado Cooperative Purchasing Agreement
- Orders may be placed via phone, fax, online ordering database ipage
- Ingram offers processing and cataloging services for products purchased through Ingram; contact your Account Service Coordinator
- Net 30 days
- Free freight from designated primary and secondary distribution centers.*
- No account minimum.
- Discounts are fixed and do not require maximum copies
- There is NOT an annual spend limit commitment

To Order:

Phone Orders: Book, Audiovisual and Digital
800-937-5300 Option 1, then 2

Fax Orders: 800-677-5116

ipage® Online: <https://ipage.ingramcontent.com>

Contact:

Sr. Sales Representative,
Amy Sackett
724-953-9807
amy.sackett@ingramcontent.com

Customer Care
800-937-5300, Option 1, then 1
LSCustomer.service@ingramcontent.com

(To set up an account for information on programs and services)

Inside Sales Representative,
Mark Hall
800-937-5300 x35772
mark.hall@ingramcontent.com

Credit Department 800-937-8100
Stock Status 800-937-5300 Option 1, then 4
Technical Support 800-937-7978

Discount:	Public and Academic	School, Special & Correctional
Trade hardcover	45%	42.6%
Trade quality paperbacks	40%	36.2%
Mass market paperbacks	40%	36.2%
Library bindings editions	19%	22%
Graphic novels	19%	8%
Short discounted titles	8%	8%
University press	8%	8%
Spoken word audio-trade	45%	45%
Spoken word audio-non trade	5-35%	5-35%
DVD	29.5%	5-35%
Music	5-35%	5-35%
Net titles	0% with no service charge	

* Ingram reserves the right to adjust the shipping terms on any single account when that account has freight costs exceeding 2% of the total expenditures on the account, or when a library requests a non-combining charge on the account.

MACKIN Educational Resources

Mackin offers books, non-print and digital library materials with custom cataloging and processing.

- All orders must reference CLiC or CLICCO when placing an order
- Free standard ground shipping
- No minimum order
- Free MackinVIATM account for your digital purchases

Colorado Consultant:

Bobbi Craig
Phone: 720-340-6893
Email: bobbi.craig@mackin.com

To Order:

Online: www.mackin.com
Email: orders@mackin.com
Phone: 800-245-9540
Fax: 800-369-5490
Mail: 3505 County Road 42 West
Burnsville, MN 55306

Discount:

Item Type	Additional Discount off Mackin.com
Print Books Library /Reinforced, Trade-Hardcover, Paperback, MackinBounds	+6%
Multimedia DVDs, BluRay, audio/music CDs and MP3s	+3%
eBooks	+6%
Digital Audiobooks	+6%

Online curriculums, databases, makerspace products, streaming videos, and Playaways are excluded from additional discounts but are available at standard Mackin.com prices.

Mackin offer free Cataloging, free processing options, and free shipping

FREE Cataloging/Processing:

Complete MARC record (by email or download) OR full card set
One Barcode
One Spine Label
One Reading Program Label
Mylar (on jacketed books)

Midwest Tape

Midwest Tape offers audiovisual materials.

- Must mention membership in CLiC to receive discount
- No minimum order.
- Free freight for member libraries

To Order: Midwest Tape
P.O Box 820
Holland, OH 43528
Phone: 800-875-2785
Fax: 800-444-6645
Email: info@midwesttapes.com
Website: www.midwesttapes.com

Account Executive, Chris Frankowski
Phone: 800-875-2785
Email: cfrankowski@midwest.com

Customer Service Representative, Laura Peitz
Phone: 800-875-2785
Email: lpeitz@midwesttapes.com

Discount:

Percents are off Manufacturer's Suggested Retail Price.

Discount will be reflected on website by registered members

- 25% DVD titles
- 25% Blu-ray DVD
- 25% CD Music
- 0% Audiobooks are repackaged in a SoundSafe™ Case
- 20% Playaways

Exceptions:

Universal Music titles.

DEMCO, INC.

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

- Include discount code C3MP30 on all orders.
- \$75 minimum order (after discount) for all terms to apply
- Payment terms Net 30 days
- For large-quantity or high-dollar purchases (over \$2,000), please contact Inside Sales Team,
 - Phone: 800-462-8709
 - Email: quote@demco.com
- DEMCO, Inc. will pay regular FedEx Ground delivery service on all stock orders. Transportation will be prepaid and added to all drop-shipped orders, such as furniture and equipment. DEMCO provides good faith shipping estimates on all orders. Express shipping is not included.
- Discounts under this agreement cannot be used in conjunction with bids, sale catalogs, or some promotions and specials. In the event a sale price is lower than your discounted price, you will be given the best price.

Exclusions:

Security products

Demco Software

littleBits products

Licensed Products including but not limited to: Dr. Seuss™, Pete the Cat, Eric Carle™,

Detailed list can be found at www.demco.com by searching “Exclusions”

To Order:

E-mail: order@demco.com

Phone: 800-356-1200

Fax: 800-245-1329

Web: www.demco.com

For large orders, or purchases over \$2,000, please contact the DEMCO Inside Sales Team toll free 800-462-8709 or email quote@demco.com. You may be eligible for special bid pricing.

Contact Information:

Amy Terbilcox

Contract Administrator

866-558-9068

contracts@demco.com

Discount:

16% on library, office, and technology supplies (consumables)

5% on Learning Materials

5% on equipment (non-consumables)

7% on furniture under \$2,000

K-Log

K-Log offers school and office furniture.

- To receive discount, enter or mention code: **CONTRACT-0311**
- No minimum order.
- All orders are shipped “F.O.B. Destination”
- Contact the sales department or use the website to calculate shipping for the order.
- All deliveries shall be Freight Prepaid and added to the invoice.

To Order:

K-Log
1224 27th Street
Zion, IL 60099

Phone: 800-872-6611
Fax: 847-872-3728
Sales & Cust. Service: info@k-log.com
Website: www.k-log.com
Purchase Orders: orders@k-log.com

Payments may be sent to:

K-Log, Inc.
PO Box 5
Zion, IL 60099
Fax: 847-872-3728
Email: orders@k-log.com

Discount:

Additional 5% off stated catalog and website prices

Copies of our printed catalog, plus electronic price lists, are included

If the item has established quantity breaks, the 5% discount will be calculated

from the quantity break price. Additional volume discounts may be available on larger orders, and are quoted on a per project basis.

The Library Store, Inc.

The Library Store provides library supplies, furniture, and equipment.

- Reference code # CLIC for discount at time of order. Please enter code in the “Bid or Coupon Code” box and press apply when ordering to receive the discount. Credit will not be given after order is done.
- Minimum order of \$100.00 from Current MAIN Catalog
- Shipping charges are prepaid and added to all invoices
- Items from warehouse will ship within 48 hrs. (ARO) and arrive in 5-10 business days; items from manufacturer have various lead times, usually shipping within 1-12 weeks.
- All shipments must be inspected and signed for accordingly

To Order:

The Library Store, Inc.
112 E. South Street
P.O. Box 964
Tremont, IL 61568-0964

Customer Service
Phone: 800-548-7204
Fax: 800-320-7706
Email: customerservice@thelibrarystore.com
Website: www.thelibrarystore.com with online order form

Sales Representative
Tosha Landes
Phone: 800-548-7204 x7583
Email: bids@thelibrarystore.com

Discount:

Up to 10% catalog discount

Prenax, Inc

Prenax provides subscription services for journals, e-journals, databases, newspapers, magazines & memberships

- Mention the Colorado Cooperative Purchasing Agreement for discount
- Orders may be placed by mail, phone, fax, or electronically using Prenax Online
- For exact pricing, please submit entire title list or representative title list for a no-obligation quote
- Pricing will be F.O.B destination
- No minimum order
- Net 30-day payment

Contacts and Order Submittal Process

Quote Requests and Order Placements for Libraries:

Dolores Deneault, Regional Library Sales Manager
Prenax, Inc.
10 Ferry Street, Suite 429
Concord, NH 03301
Phone: 603-229-0662
Fax: 603.226.9443
Email: Dolores.Deneault@Prenax.com
Website: www.prenax.com

Quote Requests and Order Placements for US Government:

Martha Keene, Government Contracts Manager
Prenax, Inc.
10 Ferry Street, Suite 429
Concord, NH 03301
Phone: 603-717-0383 Ext. 120
Fax: 603.226.9443
Email: martha.keene@prenax.com
Website: www.prenax.com

Details of what library orders should include:

- List of titles with publisher names
- ISSN numbers
- Number of users or subscribers
- Number of locations
- Addresses of all locations (if more than one)

Discount:

Discounts are based on the mix of titles and with Prenax receiving your list in its entirety, with minor changes only.

Discounted service fees range from (negative) -15% up to 3%. Actual service charge offered will depend on final mix of titles. Service charge offer is all inclusive for our dedicated and seasoned Customer service Executive (CSE) and full use of Prenax Online.

WT Cox Information Services

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

To Order:

WT Cox Information Services
Attn: Deana Ward
201 Village Road
Shallotte, NC 28470

Phone: 800-571-9554 x 201
Fax: 877-755-6274
Email: orders@wtcox.com

With each order include Bill TO and SHIP TO, title requested with quantity of each title and requested start date. Please provide complete information of contact to include phone, fax, and email addresses.

Contact:

Sales representative:

Mike Perrine

Phone: 800-571-9554 x 259
Fax: 877-755-6274
Email: mperrine@wtcox.com

Customer Service representative for schools:

Karen Cashman

Phone: 800-571-9554 x 248
Fax: 877-755-6274
Email: kcashman@wtcox.com

Customer Service representative for libraries:

Summer Adams

Phone: 800-571-9554 x 242
Fax: 877-755-6274
Email: sadams@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.

10-15% on all titles to Schools

6-8% on discountable titles to Public Libraries

0% to 3% service charge to Special Library/Academics

0% to 1% service charge to Community Colleges

Special pricing for Journal Finder available. Contact Customer Service representative for pricing.