

## Cobb County School District Bid 17-42, Library Books and Subscription Services

	Bound To Stay Bound Books, Inc. Terms: Net 30 Days	Follett Library Resources, Inc. Terms: Net 30 Days	Junior Library Guild Terms: Net 30				
In which categories do you wish to be considered?	Pre-Bound Hardback Jobbers	Major Jobbers, Pre-Bound Hardback Jobbers, Pre-Bound Paperbacks Jobbers, Book Subscription Jobbers	Book Subscription Jobbers*				
Approximately how many publishers does your company represent?	150+	20,000+	200				
For titles that your company provides, what percentage can you provide in school/library bindings?	All	26%	80%				
Please list and describe any special bindings offered by your company:	We supply only library prebound books following ANSI/NISO/LBI Z39.78-2000 specifications for library binding.	Our FollettBound bindery works diligently to ensure that our titles meet LBI specifications, such as the use of library sewing, squared corners, illustrated covers, superior cover protection, the use of durable and flexible adhesives, and reinforced cloth end sheets.	N/A				
<b>MAJOR AND PRE-BOUND JOBBERS</b>							
<b>Binding</b>	<b>Percentage Discount Off Publisher List</b>	<b>Catalog#/Dates</b>	<b>Percentage Discount Off Publisher List</b>	<b>Catalog#/Dates</b>	<b>Percentage Discount Off Publisher List</b>	<b>Catalog#/Dates</b>	
1 Publisher's Hardcover	No Bid	Spring Showcase - each February Fall Showcase - each August	up to 45% * with additional 5% off catalog pricing	www.titlewave.com Updated daily	up to 75%	Spring 2017	
2 School/Library Bindings	No Bid		up to 45% * with additional 5% off catalog pricing		up to 75%		
3 Prebound Paperbacks	No Bid		up to 45% * with additional 5% off catalog pricing		No Bid		
4 Prebound Hardbacks (Bound by LBI Standards)	30% *		up to 45% * with additional 5% off catalog pricing		No Bid		
<b>ADDITIONAL PROCESSING OPTION PRICING</b>		<b>Price</b>	<b>Price **</b>		<b>Price</b>		
1 Additional Barcode, attached		\$0.20	\$0.11 per book		\$0.00		
2 Book pocket attached		\$0.49	\$0.34 per book		\$1.00 - Includes catalog car o kit		
3 Site Stamping		\$0.20	\$0.11 per book		\$0.00		
4 Kapco Cover attached (paperback items)		No Bid	\$2.49 per book		N/A		
5 Checkpoint theft detection, attached		\$0.50	\$0.59 per book		N/A		
<b>ADDITIONAL SERVICES</b>		<b>Description</b>	<b>Price</b>	<b>Description</b>	<b>Price</b>	<b>Description</b>	<b>Price</b>
1		Laminated Jacket Attached	\$0.65	Cataloging & Processing	Price Sheet Attached	Professional Development Sessions	Travel and Lodging
2		AR/RC Label Attached	\$0.20	FollettBound Warranty	No Charge	Unattached	\$0.50
3		Lexile Label Attached	\$0.20				

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4			
<b>ADDITIONAL INFORMATION</b>			
TOTAL COUNT - PUBLISHER HARDCOVER			
		19	5
TOTAL COUNT - SCHOOL/LIBRARY BINDING			
		1	2
TOTAL COUNT - PRE-BOUND PAPERBACK			
		14	
TOTAL COUNT - PRE-BOUND HARDBACK			
	15	2	
Comments:	<p>*30% discount from publisher list price in effect at time of shipment plus prebinding charge of \$7.47 per book firm through May 31, 2019. Short discount titles are reduced by 10% (deduct 65 cents from BTAB catalog price.) When using our online catalog at www.BTSB.com, your actual discount will be shown.</p> <p>Please see attached BTSB processing options for additional options. No charge for downloading MARC records from our website at www.BTSB.com.</p>	<p>*Follett School Solutions, Inc. online catalog, titlewave.com, prices reflect discounts off publisher list price, up to 45% for trade, paperback, FollettBound, &amp; ebooks, up to 30% for library binding, and up to 40% for general reference. The 5% discount being offered will be in addition to these already established discounts and will be reflected on your titlewave.com account when you sign in.</p> <p>FollettBound book bindings have an unconditional guarantee. If the binding on a FollettBound book fails as a result of normal wear &amp; tear. Follett School Solutions, inc. will replace the book providing that specific title is still in print.</p>	<p>* Sample List Provided with Response</p>

## Cobb County School District Bid 17-42, Library Books and Subscription Services

	Mackin Educational Resources Terms: Net 30 days	Perma-Bound Books Terms: Net 30 days
In which categories do you wish to be considered?	Major Jobbers, Pre-Bound Paperback Jobbers, Book Subscription Jobbers*	Major Jobbers, Pre-Bound Hardback Jobbers, Pre-Bound Paperback Jobbers
Approximately how many publishers does your company represent?	18,000	15,000 including imprints
For titles that your company provides, what percentage can you provide in school/library bindings?	25%	50%
Please list and describe any special bindings offered by your company:	At Mackin, we call our prebound books "Mackinbounds". Virtually any publisher's paperback book may be prebound as a hardcover Mackinbound book. Bindings are library quality and are guaranteed for the life of the book. The binding is included in the discounted price. Please see the full description in Section 3.3 Pre-Bound Paperback Jobbers.	Perma-Bound offers books in either our patented Styline sewn binding or our PUR-Reactive Polyurethane binding. Both are backed by our unconditional guarantee. Binding information included.
<b>MAJOR AND PRE-BOUND JOBBERS</b>		
<b>Binding</b>	<b>Percentage Discount Off Publisher List</b>	<b>Catalog#/Dates</b>
1 Publisher's Hardcover	Up to 45% off Publisher List. The discount includes an extra 10% off on print items* **	Catalog and website School and Library prices reflect 15%-30% off publisher's list. 0% additional off catalog pricing.
2 School/Library Bindings	Up to 45% off Publisher List. The discount includes an extra 10% off on print items* **	Catalog and website School and Library prices reflect 15%-40% off publisher's list. 0% additional off catalog pricing.
3 Prebound Paperbacks	Up to 45% off Publisher List. The discount includes an extra 10% off on print items* **	Catalog and website School and Library prices reflect 30%-40% off publisher's list. 0% additional off catalog pricing.
4 Prebound Hardbacks (Bound by LBI Standards)	No Bid	No Bid
		Catalog and website School and Library prices reflect 30%-40% off publisher's list. 0% additional off catalog pricing.
<b>www. Perma-bound.com updated daily</b>		
<b>ADDITIONAL PROCESSING OPTION PRICING</b>		
	<b>Price</b>	<b>Price</b>
1 Additional Barcode, attached	\$0.10	Free
2 Book pocket attached	Free	\$0.27
3 Site Stamping	\$0.10	\$0.18
4 Kapco Cover attached (paperback items)	\$1.79	\$2.45
5 Checkpoint theft detection, attached	\$0.39	\$0.50
<b>ADDITIONAL SERVICES</b>		
	<b>Description</b>	<b>Price</b>
1	One applied Reading Program Label	free
2	Date due slip (if needed)	free
3	Colibri Covers for Books	\$1.29
	<b>Description</b>	<b>Price</b>
	Online Collection Analysis Service	Free
	Series Tracker Management Service	Free, flyer included
	Online list creation for Order or Quote	Free

## Cobb County School District Bid 17-42, Library Books and Subscription Services

	Mackin Educational Resources Terms: Net 30 days	Perma-Bound Books Terms: Net 30 days
4		List Analysis by Dewey Free
		Collection Development Service Free
		Shipping UPS Ground or Commercial Carrier Free
		Customized Opening Day Collection Services Free Information Included
		Opening Day Collection orders of \$50,000.00 Additional 5% discount
		Opening Day Collection orders of \$100,000.00 Additional 10% discount
		Presort for Opening Day Collections in Dewey Order Free
		Local assistance for shelving Opening Day Collections Free
		Collection will be stored in our own climate-controlled warehouse until shipment can be made. Free
<b>ADDITIONAL INFORMATION</b>		
	TOTAL COUNT - PUBLISHER HARDCOVER	16
	TOTAL COUNT - SCHOOL/LIBRARY BINDING	4
	TOTAL COUNT - PRE-BOUND PAPERBACK	10
	TOTAL COUNT - PRE-BOUND HARDBACK	0
Comments:	<p>*Mackin's online catalog at <a href="http://www.mackin.com">www.mackin.com</a> is already discounted up to 45% off publishers' list prices; this is an additional 10% off on print items. We are also offering Cobb County an additional 3% off ebooks** at this time. All other items on <a href="http://mackin.com">mackin.com</a> (online databases and curriculum, audio/video devices, makerspace items) are excluded from the additional discounts, but are available at standard <a href="http://mackin.com">mackin.com</a> pricing.</p> <p>** Additional 3% not valid for TumbleBooks product line, as special discounts have already been applied.</p>	