

**PRICING AND COMPENSATION**

Pursuant to all the contract specifications enumerated and described in this solicitation, we agree to furnish **Library Books, Spoken Word DVDS, Digital Media** to the City of Mesa at the price(s) stated below.

Category Description	Percent Discount
Library Books	*0-42 %
Spoken Word	Primary Vendor 30% Secondary Vendor 25%
DVDs	Primary Vendor 28% Secondary Vendor 25%
Digital Media (eBooks)	Net %
	%

\*Discount varies by binding type - see discount structure on next page. Titles where BWI receives no discount from the publisher/producer or prepayment is required by the publisher(s) or short discount from producer will be invoiced at list price.

The City will add any applicable sales tax or use tax. Sales/Use taxes should not be included in the proposal prices.

FOB: Destination

Freight Costs: Unit prices should include all Shipping and Transportation Costs  
No fuel surcharges will be accepted.

Payment terms (not less than net 30 days): Net 30

Prompt Payment Discount of N/A % if invoices are paid within N/A days of receipt.

Does Respondent agree to honor the prices, terms and conditions to other agencies as specified in section S.38?

Yes  No (A "no" answer will not disqualify your bid.)

Will you allow payment of invoices using a Procurement Card?  Yes  No

Discount for Procurement Card Purchases? N/A %

Respondent complies with S.9 "Compliance With Applicable Law"?  Yes  No

**ADDENDA**

Proposers are responsible for verifying receipt of any addenda issued by checking the City's website at [www.mesaaz.gov/purchasing](http://www.mesaaz.gov/purchasing) prior to the bid opening (see i.2). Failure to acknowledge any addenda issued may result in a response being deemed non-responsive.

**Acknowledgement of Receipt of Addenda (initial for each addenda received, if applicable):**

Addenda #1 \_\_\_\_\_

Addenda #2 \_\_\_\_\_

Vendor Name Book Wholesalers, Inc.

Date: 7-1-11

## Discounts for Library Materials

BWI's philosophy is to maintain competitive and consistent discounts. This philosophy often results in lower overall pricing from BWI – which means more materials for your collection. Our discounts are consistent by publisher and binding type. Our binding types are taken directly from publisher catalogs and are easy to understand. BWI calculates discounts using the publisher/producer list price as a base. All list prices are provided to BWI by the appropriate publisher/producer.

<b>Adult Books</b>	<b>Discount</b>
Trade-Hardcover	
\$24.99 and below .....	40%
\$25.00 and above .....	42%
Library Binding.....	15%
Reinforced Binding.....	20%
FollettBound <sup>sm</sup> Platinum books .....	20%
Paper/Mass Market	
\$10.00 and below .....	35%
\$10.01 to \$24.99 .....	40%
\$25.00 and above .....	42%
Graphic Novels .....	0-42%
Text, Technical, Reference, Small Press .....	0-15%
University Press Trade.....	0-15%
Large Print Books-Hardcover .....	0-42%
Large Print Books-Paper.....	0-42%
eBooks.....	net

<b>Juvenile and Young Adult Books</b>	
Trade-Hardcover .....	43%
Library Binding.....	18%
Reinforced Binding.....	20%
FollettBound <sup>sm</sup> Platinum books .....	20%
Paper/Mass Market	
\$10.00 and below .....	35%
\$10.01 to \$24.99 .....	40%
\$25.00 and above .....	42%
Juvenile Book and Tape/CD Kits .....	25%
Board Books.....	35%
Novelty Books .....	15%
Big Books.....	15%
eBooks.....	net



	<u>Awarded Primary</u>	<u>Awarded Secondary</u>
<b>Audiobooks</b>		
Spoken Word	30%	26%
Playaways®	18%	15%
<b>Videos</b>		
Blue-ray	28%	26%
DVDs	28%	26%
<b>Digital Media</b>		
eBooks	net	net
Playaway View™	net	net
<b>Additional Information</b>		
Small presses	*0-15%	*0-15%
Net discount	**0%	**0%

\*Small presses, producers, and other short-discount items will be provided at 0-15% discount.

\*\*On a consistent basis, less than ½ of 1% of items that BWI provides require a service fee. This fee is only applied when BWI is extended little or no discount from the publisher. Should the Library purchase items that require a service fee, these titles will incur a Special Acquisitions Cost of \$5.95 (1 copy), \$8.95 (2 copies), or \$10.95 (3 or more copies) per title. The Special Acquisition Cost will be determined on a case-by-case basis, when we receive the item(s) from the publisher.

### World Language Discounts

Discounts for World Language publications available through normal domestic trade channels are the same as the normal discounts.

World Language publications published outside the United States and not available through normal domestic trade channels are priced at net.



## Value Added Services for City of Mesa

### Standard Packages – Same charge on every item

- Attached Mylar Jacket, Spine Label, Barcode, Book Pocket, MARC Records and Label Protector over exposed labels. **\$1.10**
- Attached Mylar Jacket, Spine Label, Barcode, MARC Records and Label Protector over exposed labels. **\$0.95**

### Customized Packages – Design a package based on your library's needs using the à la carte options below:

#### AV Unwrapping & Repackaging Services

<input type="checkbox"/> AV Unwrapping only	\$1.00	<input type="checkbox"/> Repackage Music CD Binder	\$4.25
<input type="checkbox"/> Repackage in DVD Case	\$2.00	<input type="checkbox"/> Repackage in Audiobook CD Binder	\$5.00
<input type="checkbox"/> Repackage in CD Case	\$1.75	<input type="checkbox"/> Repackage AV Hanging Bags	\$1.00

#### AV & Book Processing Services

<input type="checkbox"/> Mylar Jacket	\$0.40	<input type="checkbox"/> Borrowers/Circ Card	\$0.15
<input type="checkbox"/> Kapco (laminated paperbacks)	\$1.75	<input type="checkbox"/> Branch Labels	\$0.15
<input type="checkbox"/> Spine Tape (inside)	\$1.00	<input type="checkbox"/> Property Label	\$0.15
<input type="checkbox"/> Spine Tape (outside)	\$0.75	<input type="checkbox"/> Genre Label	\$0.15
<input type="checkbox"/> Label Protector Covers	\$0.15	<input type="checkbox"/> Custom Label	\$0.15
<input type="checkbox"/> Barcode	\$0.15	<input type="checkbox"/> Stamping (per app)	\$0.15
<input type="checkbox"/> Barcode (eye readable)	\$0.15	<input type="checkbox"/> Clear labels in place of stamping	\$0.10
<input type="checkbox"/> Spine Label without MARC record	\$0.35	<input type="checkbox"/> Book Theft 3M	\$0.35
<input type="checkbox"/> Spine Label with MARC record	\$0.15	<input type="checkbox"/> Book Theft (Checkpoint)	\$0.35
<input type="checkbox"/> Pocket	\$0.15	<input type="checkbox"/> AV Theft (Checkpoint)	\$0.35
<input type="checkbox"/> Clear Pocket	\$0.20	<input type="checkbox"/> AV Theft (3M)	\$1.35
<input type="checkbox"/> Pocket Label without MARC record	\$0.40	<input type="checkbox"/> RFID (un-programmed)	\$0.65
<input type="checkbox"/> Pocket Label with MARC record	\$0.15	<input type="checkbox"/> RFID (programmed)	\$0.85
<input type="checkbox"/> Date Due Slip	\$0.10		

#### MARC Records & Linking

MARC Records \$0.25       Linking customer supplied barcode to MARC (Unit) \$0.20\*

\* For full customized cataloging, ask about our *Legendary Library Services*

Need additional components or services? Please contact your Regional Account Manager or call Customer Service at 800-888-4478 ext. 6610 or email us at [custserv@bwibooks.com](mailto:custserv@bwibooks.com).

A minimum processing charge of \$0.45 will apply