

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
Please see Attachment A-1 for book/spoken word audio discounts and Attachment A-2 for Music/DVD terms. *	%
Please see Attachments A-3 - A-7 for prices associated with special programs/services and e-content.	%
	%
	%
	%

*Large Print and Reference Editions:

These titles may fall under several categories as listed on Attachment A-1, depending upon the binding type and publisher associated with the work.

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

FOB: Destination Comply.

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

Payment terms (not less than net 30 days): Baker & Taylor's payment terms are net 30 days from the Prompt Payment Discount of 1.0 % ^{invoice date} if invoices are paid within 15 days of ~~receipt~~ ^{date of invoice}.
(Available for payments made via EFT or check.)

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? 0.0 %

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 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 None as of July 1, 2011

Addenda #2

Vendor Name Baker & Taylor, Inc. *Lee Ann Queen* Date: July 1, 2011

Baker & Taylor, Inc.
Discount Terms and Conditions of Sale (Firm Order Books & Continuation Services)
City of Mesa / Mesa Public Library
Mesa, AZ

Baker & Taylor, Inc. is pleased to offer the discount terms and conditions contained in this Attachment A. The pricing grid below provides discounts for each product category offered by Baker & Taylor.

Product Category	Category Definition *	Price Indicator	Discount
I.	Adult Trade Hardcover Editions (Popular Fiction & Non-Fiction)	0 (zero) (Hardcover Trade Editions) C (Hardcover Computer Books)	46.5 %
II.	Juvenile Trade Hardcover Editions (Popular Fiction & Non-Fiction)	J	46.5 %
III.	Adult Quality Paperback Editions (Popular Fiction & Non-Fiction)	B (Paperback Trade Editions) C (Paperback Computer Books)	41.0 %
IV.	Juvenile Quality Paperback Editions (Popular Fiction & Non-Fiction)	G	41.0 %
V.	Mass Market Paperback Editions	P	41.0 %
VI.	Single Edition Reinforced (Juvenile)	R	23.5 %
VII.	Publisher's Library Edition (Juvenile)	Z	23.5 %
VIII.	University Press Trade Editions	A	13.1 %
IX.	Text, Technical, Reference, Small Press, and/or Titles of Limited Demand (May be of any binding and includes non- trade University Press titles and some spoken word audio)	S/X/N (Text, Technical, or Reference Editions) L (Hardcover Editions from Small, Specialty Publishers and/or Titles of Limited Demand) M (Paperback Editions from Small, Specialty Publishers and/or Titles of Limited Demand) T/U/V/W/4/7/Letter O (Specialty Textbooks) 5/6/8 (Professional Medical Titles)	S = 13.1% X = 13.1% N = 0.0%** L = 13.1% *** M = 13.1% *** T = 0.0 % U = 0.0 % V = 0.0 % W = 0.0 % 4 = 13.1 % 7 = 13.1 % Letter O = 13.1 % 5 = 0.0 % 6 = 13.1 % 8 = 13.1 %
X.	Imported English and Non-English Language Editions	F/K/1/3	F = 0.0 % K = 13.1 % 1 = 0.0 % 3 = 0.0 %
XI.	Enhanced Service Program	Y / Q	0.0 % ****
XII.	Spoken Word Audio (primarily abridged)	H	45.0%
XIII.	Board Books	I	41.0 %
XIV.	Novelty Items/Activity Books	I	41.0 %
XV.	Special Programs, such as: - PawPrints Editions - Turtleback Editions - Playaway Editions	D E All Playaway editions	D = 0.0 % E = 13.1 % 25.0 %

* Please see Attachment B for full category definitions, which are attached hereto and incorporated herein by reference. Materials produced for TextStream print-on-demand services may fall into any category, depending upon the relationship established with the individual content suppliers.

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

*** Represents publishers with limited sales volume, based upon a semi-annual review and individual titles which qualify for preferred stock status, but have limited demand (calculated over a rolling 12 month period). Also represents individual titles which do not qualify for preferred stock status, based upon quarterly review. These titles may be of any binding type or publisher of origin.

**** Titles where Baker & Taylor receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price.

Audiovisual materials ordered through Baker & Taylor will receive the following terms:

	Discount from <u>Manufacturer's Current List Price</u>
DVDs	30.5 %
Music Compact Discs	26.0 %

List prices are manufacturers' suggested list prices, where available. Where no list price is supplied by the manufacturer, a list price will be assigned by Baker & Taylor.

Titles receiving minimal supplier discount, or which are under supplier restriction, or titles produced by small, specialty vendors will be invoiced at Manufacturer's Suggested Retail Price.

Processing Prices

Book Material

Mylar Jacket \$0.69 / unit
Barcode \$0.15 / barcode

MARC \$0.30 / record
(for any book title cataloged through the Library of Congress)

Spoken Word Audio

\$3.40 / unit

*Case, Manufacturer artwork insert, Barcode
(repackage provided for every unit)*

DVD

\$1.25/unit

Remove shrink-wrap and manufacturer security, replace case as necessary, and attach barcode.

Additional processing components are available through Baker & Taylor; available options are outlined in the enclosed specifications booklets. Please contact your Sales Consultant, Jane Herb for assistance.