

Award Summary Sheet

Music publishers at end of listing

Vendor Description	Awarded Vendor	% Discount Paperback Books	% Discount Hard Cover Books	% Discount e-Books	% Discount Audio Books	% Discount A/V Materials	% Discount School Binding	% Discount Library Materials	Shipping Charges	Additional Volume Discounts			
										% Discount for orders \$2,500 to \$4,999	% Discount for orders \$5000 to \$7,499	% Discount for orders \$7500 to \$9,999	% Discount for orders \$10,000 and over
Abdo Publishing Company	Abdo Publishing Company	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Ablenet, Inc.	Textbook Agency	20-30%	20-30%						Free				
AGS: American Guidance Services	Textbook Agency	20-30%	20-30%						Free				
AGS: American Guidance Services	Textbook Brokers		14.00%										
Amazon	Textbook Agency	20-30%	20-30%						Free				
Amazon Digital Services, Inc.	NO AWARD												
American Technical Publishers	Textbook Agency	20-30%	20-30%						Free				
American Technical Publishers	Textbook Warehouse	10.00%	10.00%						None				
Baker & Taylor	Textbook Agency	20-30%	20-30%						Free				
Barnes & Noble	Barnes & Noble	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Baum and Beaulieu Associates	Baum and Beaulieu Associates	2-15%	2-15%	2-15%	2-15%	2-15%	2-15%	2-15%	Free	2-20%	2-20%	2-20%	2-20%
BE Publishing	BE Publishing	5.00%	5.00%	5.00%					8.50%	0.00%	0.00%	0.00%	0.00%
Bearport Publishing Company, Inc.	Textbook Warehouse	37.00%	37.00%						None				
Bearport Publishing Company, Inc.	Textbook Agency	20-30%	20-30%						Free				
Bound to Stay Bound Books, Inc.	Bound to Stay Bound Books, Inc.		30.00%						0.00%	30.00%	30.00%	30.00%	
Brodart Co.	Brodart Co.	40.00%	45.00%					20.50%	20.50%	No Charge			
Butte Publications	Textbook Agency	20-30%	20-30%						Free				
Butte Publications	Textbook Warehouse	10.00%	10.00%						None				
Cambridge Educational	Textbook Agency	20-30%	20-30%						Free				
Cambridge Educational	Rittenhouse	20.00%	20.00%										
Capstone Publishing	Capstone Publishing		25.00%	10.00%				25.00%	Free				
Cavendish Square Publishing, LLC	Cavendish Square Publishing, LLC		30.00%	30.00%				30.00%	Free				
Cengage Learning, Inc. (for Gale Library Resources)	Cengage Learning, Inc. (for Gale Library Resources)	0-75%	0-75%	0-70%				0-75%	0.00%				
Central Programs Inc. d/b/a Gumdrop Books	Central Programs Inc. d/b/a Gumdrop Books	0-40%	0-70%	0-70%				0-70%	Free				
Cerebellum Corporation	Textbook Agency	20-30%	20-30%						Free				

OCM BOCES

Books, Textbooks, Library Materials and Related Services Bid - RFB-218-78

Bid Opening: May 3, 2018; 1:30 P.M.

Bid Contract Period: July 1, 2018 to June 30, 2019

Award Summary Sheet

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Vendor Description	Awarded Vendor	% Discount Paperback Books	% Discount Hard Cover Books	% Discount e-Books	% Discount Audio Books	% Discount A/V Materials	% Discount School Binding	% Discount Library Materials	Shipping Charges	Additional Volume Discounts			
										% Discount for orders \$2,500 to \$4,999	% Discount for orders \$5000 to \$7,499	% Discount for orders \$7500 to \$9,999	% Discount for orders \$10,000 and over
Channing-Bete	Textbook Agency	20-30%	20-30%						Free				
Children's Plus, Inc.	Children's Plus, Inc.	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%	0.00%	0.00%	0.00%	0.00%	0.00%
Classroom Library Company	Classroom Library Company	25.00%	25.00%		25.00%	25.00%	25.00%		Free	25.00%	25.00%	30.00%	30.00%
Continental Book Co.	Textbook Agency	20-30%	20-30%						Free				
Continental Book Co.	Textbook Warehouse	5.00%	5.00%						None				
Cox Subscriptions, Inc. d/b/a W.T. Cox Information Services	Textbook Agency			0.00%				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Crabtree Publishing Co.	Crabtree Publishing Co.	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					
Delaney Educational Enterprises	Delaney Educational Enterprises	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%	0.00%	0.00%	0.00%	0.00%	0.00%
Demco, Inc.	Demco, Inc.					5-10%		5-10%	\$9.95 on stock orders	Varies	Varies	Varies	Varies
Eastern Book Co.	Textbook Agency	20-30%	20-30%						Free				
EBSCO Industries, Inc.	EBSCO Industries, Inc.			0-15%	0.00%								
EBSCO Industries, Inc.	Textbook Agency	20-30%	20-30%						Free				
Educator's Pub Service	Textbook Agency	20-30%	20-30%						Free				
Educator's Pub Service	Textbook Warehouse	10.00%	10.00%						None				
Elsevier	Textbook Agency	20-30%	20-30%						Free				
Elsevier	Rittenhouse	12-15%	15.00%	10.00%									
Encyclopedia Britannica, Inc.	Textbook Agency	20-30%	20-30%						Free				
Enslow Publishing	Enslow Publishing	15.00%	25.00%	25.00%			25.00%		Free				
F.A. Davis Company	Textbook Agency	20-30%	20-30%						Free				
F.A. Davis Company	Rittenhouse	20.00%	20.00%										
Facts On File	Textbook Agency	20-30%	20-30%						Free				
Follett School Solutions	Follett School Solutions	0-45%	0-45%	0-45%	0-45%	0-45%	0-45%	0-45%	Free				
Gareth Stevens Publishing LLC	Gareth Stevens Publishing LLC	15.00%	25.00%	25.00%			25.00%		Free				

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										% Discount for orders \$2,500 to \$4,999	% Discount for orders \$5000 to \$7,499	% Discount for orders \$7500 to \$9,999	% Discount for orders \$10,000 and over
Garrett Book Company	Garrett Book Company		30.00%				30.00%		FOB	30.00%	30.00%	30.00%	30.00%
The Goodheart-Wilcox Company, Inc., d/b/a Goodheart-Wilcox Publisher	The Goodheart-Wilcox Company, Inc., d/b/a Goodheart-Wilcox Publisher	25.00%	25.00%	25.00%					8% Max				
Greenhaven Publishing LLC	Greenhaven Publishing LLC	20.00%	20.00%	20.00%			20.00%		Free				
Grolier Pub. / Scholastic	Textbook Warehouse	37.00%	37.00%						None				
Grolier Pub. / Scholastic	Textbook Agency	20-30%	20-30%						Free				
Learning Without Tears	Learning Without Tears	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	0.00%	0.00%	0.00%	0.00%
Harcourt Brace	Textbook Agency	20-30%	20-30%						Free				
Harcourt Brace	Textbook Brokers		14.00%										
Harcourt Publishers	Textbook Agency	20-30%	20-30%						Free				
Harcourt Publishers	Textbook Brokers		14.00%										
Harris Communications	Harris Communications	10.00%	10.00%						Free				
Heinemann	Textbook Agency	20-30%	20-30%						Free				
Heinemann	Textbook Warehouse	10.00%	10.00%						None				
Houghton Mifflin Harcourt	Houghton Mifflin Harcourt	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.50%				
Jarrett Publishing	Textbook Agency	20-30%	20-30%						Free				
Jones & Bartlett	Textbook Agency	20-30%	20-30%						Free				
Jones & Bartlett	Rittenhouse	20.00%	20.00%	10.00%									
Just Ask Publications	Just Ask Publications	20.00%		0.00%		0.00%			10.00%	20.00%	25.00%	30.00%	30.00%
JW Pepper & Son	Textbook Agency	20-30%	20-30%						Free				
KET Enterprise	Textbook Agency	20-30%	20-30%						Free				
Labyrinth Learning	Textbook Agency	20-30%	20-30%						Free				
Language Lizard	Language Lizard	0.00%	0.00%		0.00%			0.00%	10.00%				
Lectorum Publications, Inc.	Lectorum Publications, Inc.	25.00%	25.00%										
Lee & Low Books, DBA Bebop Books	Textbook Agency	20-30%	20-30%						Free				

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										% Discount for orders \$2,500 to \$4,999	% Discount for orders \$5000 to \$7,499	% Discount for orders \$7500 to \$9,999	% Discount for orders \$10,000 and over
Lee & Low Books, DBA Bebop Books	Textbook Warehouse	10.00%	10.00%						None				
Library Video Co. / Cerebellum	Textbook Agency	20-30%	20-30%						Free				
Lippincott, Williams & Wilkins	Textbook Agency	20-30%	20-30%						Free				
Lippincott, Williams & Wilkins	Rittenhouse	20.00%	20.00%	10.00%									
Mackin Educational Resources	Mackin Educational Resources	8-53%	8-53%	8-53%	8-53%	8-53%	8-53%	8-53%	0.00%	8-53%	8-53%		
Marshall Cavendish Corp. (Cavendish Square Publishing, LLC)	Textbook Agency	20-30%	20-30%						Free				
Marshall Cavendish Corp. (Cavendish Square Publishing, LLC)	Textbook Warehouse	0.00%	0.00%						None				
Mason Crest an Imprint of National Highlights, Inc.	Mason Crest an Imprint of National Highlights, Inc.		20.00%	20.00%			0.00%	20.00%	0.00%	30.00%	35.00%	40.00%	45.00%
Mayer-Johnson	Textbook Agency	20-30%	20-30%						Free				
McGraw Hill	Textbook Agency	20-30%	20-30%						Free				
McGraw Hill	Textbook Brokers		14.00%										
McGraw Hill - Professional	Textbook Agency	20-30%	20-30%						Free				
McGraw Hill - Professional	Textbook Brokers		14.00%										
McGraw-Hill Education	Textbook Agency	20-30%	20-30%						Free				
McGraw-Hill Education	Rittenhouse	20.00%	20.00%										
Mentoring Minds	Mentoring Minds	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	0-29%	0-29%	0-29%	0-29%
MT Library Services, Inc. d/b /a Junior Library Guild	MT Library Services, Inc. d/b /a Junior Library Guild	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	Free				
N & N Pub.	Textbook Agency	20-30%	20-30%						Free				
New Reader's Press	New Reader's Press	20.00%											
No Tears Learning, Inc. d/b/a Handwriting Without Tears	No Tears Learning, Inc. d/b/a Handwriting Without Tears	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	0.00%	0.00%	0.00%	0.00%
The Chancellor Masters and Scholars of the University of Oxford d/b/a Oxford University Press	The Chancellor Masters and Scholars of the University of Oxford d/b/a Oxford	10.00%	10.00%	10.00%					10.00%				
PCI: Educational Publishing	Textbook Agency	20-30%	20-30%						Free				
Pearson Education	Textbook Agency	20-30%	20-30%						Free				
Pearson Education	Rittenhouse	20.00%	20.00%										
Pearson Prentice Hall	Textbook Agency	20-30%	20-30%						Free				

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										% Discount for orders \$2,500 to \$4,999	% Discount for orders \$5000 to \$7,499	% Discount for orders \$7500 to \$9,999	% Discount for orders \$10,000 and over
Pearson Prentice Hall	Textbook Brokers		14.00%										
Penguin for Young Readers	Textbook Warehouse	37.00%	37.00%						None				
Penguin for Young Readers	Textbook Agency	20-30%	20-30%						Free				
Perfection Learning Corporation	Perfection Learning Corporation	40.00%	37.00%	0.00%			37.00%		Free	Same Discounts	Same Discounts	For large order please contact the local sales consultant	For large order please contact the local sales consultant
Perma-Bound	Perma-Bound	3.00%	3.00%	1.00%	1.00%	1.00%	3.00%		Free				
Phoenix Learning	Textbook Agency	20-30%	20-30%						Free				
Phoenix Learning	Textbook Warehouse	0.00%	0.00%						None				
Pivot Point International	Textbook Agency	20-30%	20-30%						Free				
Prestwick House	Textbook Warehouse	37.00%	37.00%						None				
Prestwick House	Textbook Agency	20-30%	20-30%						Free				
PRO-ED, Inc.	Textbook Agency	20-30%	20-30%						Free				
Proliteracy Worldwide see New Readers Press	Textbook Agency	20-30%	20-30%						Free				
Proliteracy Worldwide see New Readers Press	Textbook Warehouse	5.00%	5.00%						None				
Rainbow Book Company	Rainbow Book Company	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%	0-30%	0.00%	0.00%	0.00%	0.00%	0.00%
Recorded Books, LLC	Recorded Books, LLC	10-42%	10-42%	10-42%	10-42%	10-42%	10-42%	10-42%		10-42%	10-42%	10-42%	10-42%
Remedia	Textbook Agency	20-30%	20-30%						Free				
Rittenhouse Book Distributors	Textbook Agency	20-30%	20-30%						Free				
Rittenhouse Book Distributors	Rittenhouse	20.00%	20.00%	10.00%									
Saddleback Publishing	Textbook Agency	20-30%	20-30%						Free				
Scholastic Library Publishing, Inc.	Scholastic Library Publishing, Inc.		40.00%				35.00%	0.00%	Free				
Scott Foresman Reading	Textbook Agency	20-30%	20-30%						Free				
Scott Foresman Reading	Textbook Brokers		14.00%										
Sebco	Sebco	0-6%	0-30%	0-30%	0-30%			0-30%	Free	0-30%	0-30%	0-30%	0-30%

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										% Discount for orders \$2,500 to \$4,999	% Discount for orders \$5000 to \$7,499	% Discount for orders \$7500 to \$9,999	% Discount for orders \$10,000 and over
Sign Media	Textbook Agency	20-30%	20-30%						Free				
Solution Tree	Solution Tree												
Solution Tree	Textbook Agency	20-30%	20-30%						Free				
South Western Educ. Pub.	Textbook Agency	20-30%	20-30%						Free				
South Western Educ. Pub.	Textbook Brokers		14.00%										
Super Duper, Inc., d/b/a Super Duper Publications	Super Duper, Inc., d/b/a Super Duper Publications	0.00%	0.00%	0.00%					\$7.50	0.00%	0.00%	0.00%	Call
Superior Text	Textbook Agency	20-30%	20-30%						Free				
Teacher Created Materials Library	Textbook Warehouse	37.00%	37.00%						None				
Teacher Created Materials Library	Textbook Agency	20-30%	20-30%						Free				
Teacher Created Materials Library	Textbook Agency	20-30%	20-30%						Free				
The Rosen Publishing Group, Inc.	The Rosen Publishing Group, Inc.	15.00%	25.00%	25.00%			25.00%		Free				
Thompson Publishing Group	Textbook Agency	20-30%	20-30%						Free				
Thompson Publishing Group	Textbook Brokers		14.00%										
Thomson Delmar	Textbook Agency	20-30%	20-30%						Free				
Thomson Delmar	Textbook Warehouse	10.00%	10.00%						None				
Wolters Kluwer Lippincott & Williams	Textbook Agency	20-30%	20-30%						Free				
Wolters Kluwer Lippincott & Williams	Rittenhouse	20.00%	20.00%	10.00%									
World Book, Inc.	World Book, Inc.	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	Free				
Zaner-Bloser	Textbook Agency	20-30%	20-30%						Free				
Zaner-Bloser	Textbook Brokers		14.00%										
Wieser Educational, Inc.	Textbook Agency	20-30%	20-30%						Free				

Alternate Publishers Bid:

**Award Summary Sheet**

**Music publishers at end of listing**

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										% Discount for orders \$2,500 to \$4,999	% Discount for orders \$5000 to \$7,499	% Discount for orders \$7500 to \$9,999	% Discount for orders \$10,000 and over
EPS Instruction and Intervention	Educators Publishing Services (EPS) (School Specialty):	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	12.00%				
Triumph Learning	Educators Publishing Services (EPS) (School Specialty):	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	12.00%				
Cengage Learning, Inc. / National Geographic Learning	Cengage Learning, Inc. / National Geographic Learning	0.00%	0.00%	0.00%					10.00%				
Discover Group	Discover Group	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%					
Bedford, Freeman & Worth Publishing Group	Bedford, Freeman & Worth Publishing Group	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.00%				

MUSIC PUBLISHERS														
Hal Leonard	Textbook Warehouse													
J.W. Pepper	NO AWARD													
Music and Arts	NO AWARD													
Music in Motion	Music in Motion	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	Free	0.00%	0.00%	0.00%	0.00%	

**Please list your pricing for the following additional accessories. Indicate everything that is included for the price for each service.**

Accessory	Awarded Vendor	Model #	Estimated Number of Units	Price Per unit	Manufacturer You are Bidding	Model #	Comments
Wireless Scanner (Bar Code)	InData Systems	HH-1452G1D2USB5-00	5	\$426.23	Each	HH-1452G1D2USB-5	
Wired Scanner (Bar Code)	InData Systems	1200G-2USB-1	5	\$162.26	Each	HH-120G-2USB-1	

Notes
A 30% discount is already reflected in the catalog and online
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Call for discount
Shipping 8.5% of total invoice
We are a used and new textbook wholesaling company
30% discount from publisher list price. Prebinding charge of \$8.06 per book
Hardcover and paperback titles on which Brodart receives minimal or no discount and/or the publisher requires prepayment may be discounted at the non-trade discount (12%) or invoiced at publisher's list price plus a service charge of \$3.95.
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We are a used and new textbook wholesaling company
Please contact for volume discounts. Contact for promo code.
Discount off List Price
We are a used and new textbook wholesaling company



Notes
We are a used and new textbook wholesaling company
Discounts up to 30% off publisher's list price reflected in weg catalog.
\$100 minimum for free shipping
We are a used and new textbook wholesaling company
Call for quote and discount
Discounts up to 30% off publisher's list price reflected in weg catalog.
All stock orders qualify for on flat rate of \$9.95 shipping. Shipping & Processing will be prepaid and added to all drop ship orders. Please call for volume discounts. Supplies - 10% discount; Learning Materials - 5% discount; Furniture & equipment - 5%
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We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Discount off List Price
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Shipping on textbook orders - 10% under \$15,000
Discount off List Price

Notes
Discount off list (retail) pricing
Discount off List Price
We are a used and new textbook wholesaling company
Quantity discounts given for purchase of 30 items or more, any combination.
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Catalog prices already reflect a discount of our list price for the education market.
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
See exceptions in bid.
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Shipping 5% for orders over \$1,000; 10% under \$1,000. Best prices including 15% discount on website. Call for quote.
Catalog reflects a 20% discount. 25% discount off publisher's list. Shipping \$6.00 up to \$99.99; 6% from \$100 to \$1,999.99; 4.5% from \$2,000 to \$4,999.99; \$5,000 and over shipped free
We are a used and new textbook wholesaling company

Notes
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Discount off list; Large quantity discounts available
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Some minimum order requirements
Catalogs and website are prediscounted up to 75% off. Bindings 100% guaranteed - both hardback and paperback. No volume discounts
We are a used and new textbook wholesaling company
Discount applies to items with 5+ pricing in catalog. 9.5% shipping on orders over \$100; under \$100 add \$7.00
Quantity discounts given for purchase of 30 items or more, any combination.
Discount off reference
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We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company

Notes
We are a used and new textbook wholesaling company
30% discount off publisher list price on individual cover craft, hardcover and paperback trade titles already reflected in catalog and web prices. OCM BOCES schools can take an additional 10% discount off the already reduced catalog and web prices for individual paperback trade titles and an additional 7% off hardcover and cover craft titles. 0% discount applies to proprietary titles published under th names Perfection Learning, AMSCO or Kinetic.
See quantity discount sheet. Discounts are 'additional'
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Discounts up to 30% off publisher's list price reflected in weg catalog.
Various categories for discount - call for quote.
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
See bid for excluded items
We are a used and new textbook wholesaling company

Notes
We are a used and new textbook wholesaling company
\$4.00 handling fee per order; \$2.00 shipping fee per book for 1-100; \$1.00 shipping fee for each book over 100; \$10.00 shipping fee for each toolkit + \$4 handline fee. Discount based on quantity - call for quote.
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Free shipping over \$75
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Discount of List Price
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company
Catalog reflects 3-12% off list. Standard S&H included.
We are a used and new textbook wholesaling company
We are a used and new textbook wholesaling company

Notes
Notes
Shipping \$5 minimum or 12%
Shipping \$5 minimum or 12%
Call for quote and discount
Call for quote and discount

Reference bid number on all orders; Heavy, oversized and drop ship items do not qualify for free shipping