



District School Board of Pasco County

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638 • 813/ 794-2000

Heather Fiorentino, Superintendent

www.pasco.k12.fl.us

Department of Purchasing
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March 16, 2009

MEMORANDUM

TO: Honorable Board Members

FROM: Kendra Goodman, CPPB, Purchasing Agent

RE: Second Year Renewal of Three-Year Contract
Bid # 08-108-DR: Books – District Wide
Barnes & Noble, Inc.
Borders, Inc.
Books-A-Million

On May 20, 2008, official action was taken to award the above-referenced bid to Barnes & Noble, Inc., Borders, Inc., and Books-A-Million. This bid is a three-year contract, renewable annually based upon mutual consent of both parties. The first year of the contract will expire on May 7, 2009.

Considering services have been satisfactory, Maria Florez, Vice President, Barnes & Noble, Inc., Tyne Lucans, Bids & Contract Specialist, Borders, Inc., and Lehoma V. White, District Manager, Books-A-Million, were all contacted to verify their willingness to enter into the second year of the agreement. As such, Barnes & Noble, Inc., Borders, Inc., and Books-A-Million all have agreed in writing to enter into the second year of the contract.

At this time, it is my recommendation to enter into the second year of the agreement with Barnes & Noble, Inc., Borders, Inc., and Books-A-Million. The second year of the contract will cover the period May 7, 2009 through May 6, 2010.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

dsr

Date/Time: March 10, 2009; 11:03:00

District School Board of Pasco County

Bid Recommendation

Bid Title	Books (In-Out of Print, Hard back, Soft back, Miscellaneous Supplemental)		Number of Vendors Notified	406
Bid Number	08-108-DR		Number of Bids Distributed	40
Date Solicited	3/7/2008		Number of Vendors Bidding	16
Date Opened	04/16/2008		Number of Formal "No Bid" Responses	0
Date Board Presentation	5/6/08		Funding Source	General Fund
Total Savings	\$ 16,000.00		Grand Total of Bid (First year estimate)	\$ 80,000.00

Recommendation: Recommend acceptance of bid as noted on attached bid tabulation sheet as lowest and best responsive, responsible bid meeting written specifications.

Term of Contract: This bid is for purchasing miscellaneous supplemental books (in-out of print, hard back, soft back, etc.) District Wide. These book purchases are not textbooks or library book purchases. They are supplemental reading materials for curriculum or professional development use. This is the first year of a three-year agreement, renewable annually by written consent of both parties. The first year of the contract is effective May 7, 2008, through May 6, 2009.

Notations and Exceptions: This is a multi-award bid (up to five vendors) based upon the highest discount off publisher's list price, by averaging the delivered and pick-up discount by line-item.

The intent of this bid is to establish a minimum fixed percentage discount off list prices for book stores with a "local" (Tampa Bay Area) physical presence retail store and on-line ordering. Local store requirements are to allow staff the ability to physically peruse and purchase books, CD's, and audio tapes on an "as needed" basis.

The following vendors are disqualified as they did not meet one or more of the following bid specifications:

1) failing to return Addendum 1 and/or 2) not having a store location within the Tampa Bay Area: Advanced Educational Products, Bearport Publishing, ETA/Cuisenaire, Educational Sales Co., Follett Educational Services, Follett Library Resources, Inc., HMH Supplementary Publishers, Inc., Maraco Products, Inc., Mid-America Books, Peak Learning System, Pegasus Press, Inc., Title Books, and Usborne Books/EDC.

Recommend acceptance of the following three (3) bids from Barnes and Noble, Books-A-Million, and Borders, Inc., as the best responsive and responsible bidders meeting written specifications with the highest discount off publisher's list price, by averaging the delivered and pick-up discount by line item.

Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All others submitted in response to the solicitation, if any, are here by rejected as late.

Bids Evaluated By: Wendy Spriggs, Director for Instructional Media and Tech Services

Bids Prepared By: Debra Reaves, Buyer Assistant

Reviewed and Authorized By: Kendra D. Goodman, CPPB, Purchasing Agent

Date/Time:

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		Advanced Educational Products	Bearport Publishing	Barnes & Noble
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		2495 Main St. Ste. 230	101 5th Ave, Suite 6R	11802 N. Dale Mabry Hwy
BID #: 08-108-DR		Buffalo, NY 14214	New York, NY 10003	Tampa, FL 33618
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE
	BOOKS			
1	Internet Books			
	Discount off list price Delivery Discount	Email or Call	NB	*0-25%
	Discount off list price Pick-up Discount	NB	NB	*0-25%
2	Hard-Back Books			
	Discount off list price Delivery Discount	10% - 30%	25%	*0-25%
	Discount off list price Pick-up Discount	NB	NB	*0-25%
3	Soft-Back Books			
	Discount off list price Delivery Discount	10-40%	NB	*0-25%
	Discount off list price Pick-up Discount	NB	NB	*0-25%
4	Audio Books			
	Discount off list price Delivery Discount	5-25%	NB	*0-25%
	Discount off list price Pick-up Discount	NB	NB	*0-25%
5	Balance of Line Product Line Minimum Discount	NB	NB	*0-25%
6	Estimated Delivery Time after receipt of purchase order:	10-14	3-5	10
	SAMPLE LIST:			
	Hard Cover Books Sample List:			
1	Webster's Intermediate Thesaurus	12.99	NB	17.95
2	Tuesdays with Morrie	16.64	NB	22.95
	Soft-Back Books Sample List:			
1	A Child Called It	8.69	NB	11.95
2	Webster's Intermediate Thesaurus	9.06	NB	12.95
		ISBN #0375722122		
	Audio Books Sample Lists:			
1	Charlotte's Web	18.43	NB	27.00
2	The Last Battle	7.33	NB	12.97
	Local Store Location:	*No Addendum 1 Attached*	N/A	
		* For best pricing email frudin@aepbooks.com or call 800-311-1522	Library processing is free with a purchase of \$350 or more.	
				11802 N. Dale Mabry Highway Tampa, FL 33618 * \$ 0 - \$4,999 = 20% Discount \$5,000 and Up = 25%

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		Advanced Educational Products	Bearport Publishing	Barnes & Noble
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		2495 Main St. Ste. 230	101 5th Ave, Suite 6R	11802 N. Dale Mabry Hwy
BID #: 08-108-DR		Buffalo, NY 14214	New York, NY 10003	Tampa, FL 33618
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE
				Savings is based off of retail price less % Discount. Discounts apply only to book purchases. Discounts do not apply to magazines, textbooks, gifts cards, and purchases made in the music department and café. These discounts may not be combined with coupons or other discount offers. On books already discounted, the greater discount always applies.
	Did not meet intent of bid:	*	*	
	Total Discount Average:	Disqualified	Disqualified	0-25%

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		Books - A- Million	Borders, Inc.	ETA/Cuisenaire
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		9570 US Highway 19 North	100 Phoenex Drive	500 Greenview Court
BID #: 08-108-DR		Port Richey, FL 34668	Ann Arbor, MI 48108	Vernon Hills, IL 60061
ITEM #	DESCRIPTION	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
	BOOKS			
1	Internet Books			
	Discount off llist price Delivery Discount	*20%	NB	* 22%
	Discount off list price Pick-up Discount	*20%	NB	NB
2	Hard-Back Books			
	Discount off llist price Delivery Discount	*20%	*7-10%	22%
	Discount off list price Pick-up Discount	*20%	*20-25%	NB
3	Soft-Back Books			
	Discount off llist price Delivery Discount	*20%	*7-10%	22%
	Discount off list price Pick-up Discount	*20%	*20-25%	NB
4	Audio Books			
	Discount off llist price Delivery Discount	*20%	*7-10%	22%
	Discount off list price Pick-up Discount	*20%	*20-25%	NB
5	Balance of Line Product Line Minimum Discount	*20%	*7-10%	22%
6	Estimated Delivery Time after receipt of purchase order:	14-21	5-90	7-10
	SAMPLE LIST:			
	Hard Cover Books Sample List:			
1	Webster's Intermediate Thesaurus	17.95	NB	NB
2	Tuesdays with Morrie	22.95	NB	NB
	Soft-Back Books Sample List:			
1	A Child Called It	11.95	NB	NB
2	Webster's Intermediate Thesaurus	(Out Of Print)	NB	NB
	Audio Books Sample Lists:			
1	Charlotte's Web	27.00	NB	NB
2	The Last Battle	12.97	NB	NB
	Local Store Location:	9570 US Highway 19 North Port Richey, FL 34668	12500 N. Dale Mabry Tampa, FL	*No Addendum 1 Attached
		* All orders over \$2,500 will receive a 25% discount	*20% (Pickup) 7% (Delivered) for single purchases up to \$1,000.	* All items with the letter "P" in the 3rd position of the item number is excluded from the Discount.
			*25% (Pickup) 10% (Delivered)	

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DATE OF OPENING: APRIL 16, 2008 2:30 PM		Books - A- Million	Borders, Inc.	ETA/Cuisenaire	
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		9570 US Highway 19 North	100 Phoenex Drive	500 Greenview Court	
BID #: 08-108-DR		Port Richey, FL 34668	Ann Arbor, MI 48108	Vernon Hills, IL 60061	
ITEM #	DESCRIPTION	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	
			discount for single purchases of \$1,000 or higher		
			*10% (Pickup) 5% (Delivered) Discount on DVDs		
			*20% (Pickup) 7% (Delivered) Net Title in Store		
			*Exceptions: Not applicable on personal merchandise, "NET" books, periodicals, and non-stock special orders. Discounts may not be combined with other promotional or special discount.		
			* Borders does not guarantee Price or quantity on special orders.		
			*Not applicable on used or out of print merchandise, on-sale/Discounted Merchandise, magazines or newspapers.		
	Did not meet intent of bid:				*
	Total Discount Average:		20%	7-20%	Disqualified

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		Educational Sales Co. (ESCO)	Follett Educational Services	Follett Library Resources, Inc.
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		P.O. Box 7130	1433 Internationale Parkway	1340 Ridgeview Drive
BID #: 08-108-DR		Tampa, FL 85281	Woodridge, IL 60517	McHenry, IL 60050
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE
	BOOKS			
1	Internet Books			
	Discount off list price Delivery Discount	30%	NB	0%
	Discount off list price Pick-up Discount	NB	NB	NB
2	Hard-Back Books			
	Discount off list price Delivery Discount	30%	32%	* Up to 45%
	Discount off list price Pick-up Discount	NB	NB	NB
3	Soft-Back Books			
	Discount off list price Delivery Discount	30%	32%	* Up to 45%
	Discount off list price Pick-up Discount	NB	NB	NB
4	Audio Books			
	Discount off list price Delivery Discount	30%	NB	0%
	Discount off list price Pick-up Discount	NB	NB	* Up to 45%
5	Balance of Line Product Line Minimum Discount	30%	32%	NB
6	Estimated Delivery Time after receipt of purchase order:	30	5-10	20-30 ARO
	SAMPLE LIST:			
	Hard Cover Books Sample List:			
1	Webster's Intermediate Thesaurus	17.95	17.95	12.21
2	Tuesdays with Morrie	22.95	22.95	19.50
	Soft-Back Books Sample List:			
1	A Child Called It	11.95	11.95	7.77
2	Webster's Intermediate Thesaurus	17.95	12.95	10.96
	Audio Books Sample Lists:			
1	Charlotte's Web	27.00	NB	26.96
2	The Last Battle	12.97	NB	9.97
	Local Store Location:	*No Addendum 1 Attached*	NA	*No Addendum 1 Attached
				On-line catalogs up to 45% for trade & paperback bindings, up to 30% for library binding, up to 40% for general reference and a 30%

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		Educational Sales Co. (ESCO)	Follett Educational Services	Follett Library Resources, Inc.
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		P.O. Box 7130	1433 Internationale Parkway	1340 Ridgeview Drive
BID #: 08-108-DR		Tampa, FL 85281	Woodridge, IL 60517	McHenry, IL 60050
ITEM #	DESCRIPTION	UNIT PRICE	TOTAL PRICE	UNIT PRICE
				discount from the published list price for FollettBound books. On line catalogs reflects discounted net prices for books. Additional quantity discounts are available for 35 or more copies of the same FollettBound title and a select group of dictionaries and thesauri.
	Did not meet intent of bid:	*	*	*
	Total Discount Average:	Disqualified	Disqualified	Disqualified

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		HMH Supplementary Publishers, Inc	Maraco Products, Inc.	Mid-America Books
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		10801 N. Mopac Expy. Bldg. #3	1443 Old York Road	1920 Lookout Dr.
BID #: 08-108-DR		Austin, TX 78759	Warminster, PA 18974	North Mankato, MN 56002
ITEM #	DESCRIPTION	TOTAL PRICE	TOTAL PRICE	UNIT PRICE
	BOOKS			
1	Internet Books			
	Discount off list price Delivery Discount	NB	*5-15%	NB
	Discount off list price Pick-up Discount	NB	NB	
2	Hard-Back Books			
	Discount off list price Delivery Discount	* 0	*5-15%	30%
	Discount off list price Pick-up Discount	*0	NB	NB
3	Soft-Back Books			
	Discount off list price Delivery Discount	* 0	*5-15%	30%
	Discount off list price Pick-up Discount	*0	NB	NB
4	Audio Books			
	Discount off list price Delivery Discount	NB		30%
	Discount off list price Pick-up Discount	NB		NB
5	Balance of Line Product Line Minimum Discount	NB	NB	NB
6	Estimated Delivery Time after receipt of purchase order:	21	7-10	14
	SAMPLE LIST:			
	Hard Cover Books Sample List:			
1	Webster's Intermediate Thesaurus	NB	NB	NB
2	Tuesdays with Morrie	NB	NB	NB
	Soft-Back Books Sample List:			
1	A Child Called It	NB	NB	NB
2	Webster's Intermediate Thesaurus	NB	NB	NB
	Audio Books Sample Lists:			
1	Charlotte's Web	NB	NB	NB
2	The Last Battle	NB	NB	NB
	Local Store Location:	*Catalogs already include discounts.	*No Addendum 1 Attached	*No Addendum 1 Attached
		Catalog price dates are valid from October		
		through September of each year.	* On quantity orders over \$500	
		Catalog prices do not include shipping	\$500.00 - \$749.99 Discount of 5%	
		and handling charges.	\$750-\$999 Discount of 10%	
			\$1,000 or more Discount f 15%	

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DATE OF OPENING: APRIL 16, 2008 2:30 PM		HMH Supplementary Publishers, Inc	Maraco Products, Inc.	Mid-America Books
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		10801 N. Mopac Expy. Bldg. #3	1443 Old York Road	1920 Lookout Dr.
BID #: 08-108-DR		Austin, TX 78759	Warminster, PA 18974	North Mankato, MN 56002
ITEM #	DESCRIPTION	TOTAL PRICE	TOTAL PRICE	UNIT PRICE
			Shipping cost are to be prepaid and added to the balance at 7% or 10%	
	Did not meet intent of bid:	*	*	*
	Total Discount Average:	Disqualified	Disqualified	Disqualified

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		Peak Learning System	Pegasus Press, Inc.	Title Books	Usborne Books/EDC
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		6784 South Olympus Dr	P.O. Box 5398	2630 5th Ave. So.	3915 Misty Ct.
BID #: 08-108-DR		Evergreen, CO 80439	Glendale Heights, IL 60139	Irondale, AL 35210	Land O'Lakes, FL 34639
ITEM #	DESCRIPTION	TOTAL PRICE			
	BOOKS				
1	Internet Books				
	Discount off list price Delivery Discount	* 0-40%	*0	NB	* 20%
	Discount off list price Pick-up Discount	NB	NB	NB	* 20%
2	Hard-Back Books				
	Discount off list price Delivery Discount	(On-line) * 0-40%	*0	20%	* 20%
	Discount off list price Pick-up Discount	NB	NB	NB	* 20%
3	Soft-Back Books				
	Discount off list price Delivery Discount	(On-line) * 0-40%	*0	20%	* 20%
	Discount off list price Pick-up Discount	NB	NB	NB	* 20%
4	Audio Books				
	Discount off list price Delivery Discount	NB	*0	20%	* 20%
	Discount off list price Pick-up Discount	NB	NB	NB	* 20%
5	Balance of Line Product Line Minimum Discount	*0-40%	30-40%	7-30%	7 days
6	Estimated Delivery Time after receipt of purchase order:	10-16 US Mail			Plus processing time
		7-10 UPS			if needed.
	SAMPLE LIST:	4-9 Freight			
	Hard Cover Books Sample List:				
1	Webster's Intermediate Thesaurus	NB	NB	17.95	NB
2	Tuesdays with Morrie	NB	NB	22.95	NB
	Soft-Back Books Sample List:				
1	A Child Called It	NB	NB	11.95	NB
2	Webster's Intermediate Thesaurus	NB	NB	20%	NB
				NB	
	Audio Books Sample Lists:				
1	Charlotte's Web	NB	NB	27.00	NB
2	The Last Battle	NB	NB	9.97	NB
	Local Store Location:	*No Addendum 1 Attached	NA	NA	3915 Misty Ct.
			* Sell all books at the		Land O'Lakes, FL
			"School and Library" Price		
			which is 0-25% off the		*\$500 minimum
			Publisher's list price.		purchase needed to
			Use of catalog.		secure discount.

DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: APRIL 16, 2008 2:30 PM		Peak Learning System	Pegasus Press, Inc.	Title Books	Usborne Books/EDC
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		6784 South Olympus Dr	P.O. Box 5398	2630 5th Ave. So.	3915 Misty Ct.
BID #: 08-108-DR		Evergreen, CO 80439	Glendale Heights, IL 60139	Irondale, AL 35210	Land O'Lakes, FL 34639
ITEM #	DESCRIPTION	TOTAL PRICE			
Did not meet intent of bid:		*	*	*	
Total Discount Average:		Disqualified	Disqualified	Disqualified	Disqualified