




College Station Independent School District

Success...each life...each day...each hour

PURCHASING OFFICE INTER-DEPARTMENTAL MEMO

DATE: May 6, 2021
TO: Amy Drozd, CFO 
FROM: Carmella Shafer, Director of Purchasing
SUBJECT: Award Library Book Bid RFP 21-006

Request for proposal (RFP) 21-006 for library books was issued on February 15th. The RFP was advertised on February 25th and March 4th. Thirty-Nine proposals were submitted for the RFP and opened on March 30, 2021.

The RFP is based on a discount off publishers list pricing rather than item-by-item. The catalog method of bidding allows the district librarians to access multiple vendors with a variety of titles, services, and discounts. The district librarians evaluated and scored each proposal and provided vendor award recommendations using the attached evaluation matrix.

It is the recommendation of Carmella Shafer, Director of Purchasing, and Chrissy Hester, Director of Student Services to award the Library Books RFP 21-006 to the following 33 vendors who scored 60 points or higher on the evaluation effective 08/01/2021 – 07/31/2022. The RFP may be extended for two additional one-year terms if agreed to within 60 days before expiration.

Mackin Educational Resources	The Rosen Publishing Group, Inc	Booksource
Perma-Bound Books	Follett School Solutions, Inc.	Sebco Books
BOUND TO STAY BOUND BOOKS, INC.	Cavendish Square Publishing, L	DBA Cherry Lake Publishing_DBA
Junior Library Guild	EBSCO Information Services	QEP Professional Books
Cengage Learning, Inc.	Superior Text	Garrett Book Company
Barnes & Noble, Inc.	The Childs World, Inc.	Express Booksellers
Scholastic Library Publishing,	Enslow Publishing LLC	Rourke Educational Media
Capstone	World Book, Inc.	Lakeshore Learning Materials
ABDO Publishing Company	Lerner Publishing Group	Gareth Stevens Publishing, LLLP
Brodart Co.	Escue & Associates	Textbook Warehouse
Encyclopaedia Britannica, Inc.	The Reading Warehouse Inc	Childrens Plus, Inc.



Carmella Shafer, Director of Purchasing



Chrissy Hester, Director of Student Services

Carmella Shafer, RTSBA
Director for Purchasing
(979) 694-5617

9304 Rock Prairie Rd.
College Station, TX 77845
979-764-5400 -- www.csisd.org

Mike Martindale
Superintendent of Schools

TABULATION

21-006 RFP - Library Books

#	Description	ABDO Publishing Company		Barnes & Noble, Inc.		Booksource (GL Group, Inc)		BOUND TO STAY BOUND BOOKS, INC.		Broadart Co.		Capstone (Coughlan Companies)	
		Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit
1	Complete Cataloging and Processing Rate	\$0.00	\$0.00	\$0.00	No Bid	\$0.00	No Bid	\$2.19	\$1.15	\$0.00	\$0.00	\$0.00	\$0.00
2	Catalog Kits Rates	\$0.00	\$0.00	\$0.00	No Bid	\$0.00	No Bid	\$1.04	\$1.04	\$0.00	\$0.00	\$0.00	\$0.00
3	General Trade Books - Regular, Trade, adult and young adult fiction and non-fiction from standard trade book publishers.	No Bid	No Bid	0.0%	28%	25.0%	No Bid	No Bid	No Bid	25.0%	No Bid	No Bid	No Bid
4	Books - Publishers Library Editions (reinforced bindings)	30.0%	No Bid	0.0%	28%	No Bid	No Bid	No Bid	No Bid	25.0%	No Bid	0.0%	75%
5	Books - Pre-bound - Library Bindings	No Bid	No Bid	0.0%	28%	No Bid	No Bid	30.0%	No Bid	25.0%	No Bid	0.0%	75%
6	Books - Pre-bound - Paperback	No Bid	No Bid	0.0%	28%	No Bid	No Bid	No Bid	No Bid	25.0%	No Bid	0.0%	7.50%
7	Books - Audio Books	No Bid	No Bid	0.0%	13%	No Bid	No Bid	No Bid	No Bid	25.0%	No Bid	No Bid	No Bid
8	Books - ebooks	30.0%	No Bid	0.0%	13%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0.0%	25%
9	Digital Media - music files, video clips, etc.	No Bid	No Bid	0.0%	13%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	Subscription - Databases	30.0%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0.0%	Varies
	Notes for lines 1-2	See Library Processing Form for details regarding line 1, 2. The 30% discount already reflected in catalogs and online.											
		The 30% discount already reflected in catalogs and online.											
		Barnes & Noble Standard Discount Tier: 20% for orders up to \$999.99; 30% for orders over \$1k-\$4,999.99; or >100 units; 35% for orders over \$5k or >100 units lines 3-6. Audio & Digital 0-25% lines 7-10											
	Notes for lines 3-10	0.30	0.30	0.23	0.25	0.25	0.30	0.25	0.30	0.25	0.25	0.19	0.19
	Average discount offered by vendor	20.45	20.45	15.68	17.05	17.05	20.45	17.05	20.45	17.05	17.05	12.95	12.95
	Criteria (Purchase Price):												

21-006 RFP - Library Books

Description	Publishing, LLC (Cavendish Square DR		Cengage Learning, Inc.		Sleeping Bear Press		Children's Plus, Inc.		Educational Enterprises		Services (EBSCO Industries, Inc.)		Encyclopaedia Britannica, Inc.	
	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit
1. Complete Cataloging and Processing Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1.38	\$0.69	\$0.69	\$0.69	\$0.69	\$0.00	\$0.00	\$0.00
2. Catalog Kits Rates	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.00	\$0.00	\$0.00
3. General Trade Books - Regular, trade, adult and young adult fiction and non-fiction from standard trade book publishers	No Bid		0.0%	0.35	30.0%		0.0%	15%	0.0%	15%				
4. Books - Publishers Library Editions (reinforced bindings)	0.0%	30%	0.0%	0.35	30.0%		0.0%	15%	0.0%	15%				
5. Books - Pre-Bound - Library Bindings	0.0%	30%	No Response	0.35	No Bid		0.0%	15%	0.0%	15%				
6. Books - Pre-bound - Paperback	0.0%	30%	No Response	0.35	30.0%		0.0%	15%	0.0%	15%				
7. Books - Audio Books	No Bid		No Bid		No Bid		0.0%	15%	0.0%	15%				
8. Books - ebooks	0.0%	30%	0.0%	varies	30.0%		0.0%	15%	0.0%	15%				
9. Digital Media - music files, video clips, etc.	0.0%	30%	0.0%	varies	No Bid		0.0%	15%	0.0%	15%				
10. Subscription - Databases	0.0%	30%	0.0%	varies	No Bid		0.0%	15%	0.0%	15%				
Notes for lines 1-2	Cengage does not charge for cataloging or processing of Gale/Thornlike resources. We are pleased to offer complimentary library services such as catalog card kits, MARC records, spine labels and security system products. Attached or unattached processing is available. Please. Lines 3-6 Discounts can range from 0-70% which may include discounts for standing orders, special promotions, and titles going out of print. LINES 8&10: Discounts available by quote. Please contact Lindsay Smith for pricing.													
Notes for lines 3-10	Line 1 - Free processing on all orders over \$350.00 net. Line 2 - Free Catalog Kits on all orders over \$350.00 net.													
Average discount offered by vendor	0.30		0.35		0.30		0.15		0.15		0.15		0.12	
Criteria (Purchase Price):	20.45		23.86		20.45		10.23		10.23		7.95		18.75	

TABULATION

21-006 RFP - Library Books

#	Description	Enslow Publishing LLC		Esque & Associates (Lektro, Inc.)		(Express Bookseifers, LLC)		Follett School Solutions, Inc.		Garrett Stevens Publishing, LLP		(Garrett Book Company LLC dba Garrett Book		Greenhaven Publishing, LLC		
		Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price
1	Complete Cataloging and Processing Rate	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2	Catalog Kits Rates	\$0.00	\$0.00	\$0.00	\$0.00	No Bid	No Bid	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	No Response	\$0.00	\$0.00	\$0.00
3	General Trade Books - Regular, trade, adult and young adult fiction and non-fiction from standard trade book publishers	0.0%	25%	10.0%	20%	25.0%	0.325	5.0%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
4	Books - Publishers Library Editions (reinforced bindings)	0.0%	25%	10.0%	20%	25.0%	0.325	5.0%	5.0%	0.0%	25%	30.0%	0.0%	20%	0.0%	20%
5	Books - Pre-bound - Library Bindings	0.0%	25%	No Bid	No Bid	25.0%	0.325	5.0%	5.0%	0.0%	25%	No Bid	0.0%	20%	0.0%	20%
6	Books - Pre-bound - Paperback	0.0%	15%	10.0%	20%	25.0%	0.325	5.0%	5.0%	0.0%	15%	No Bid	0.0%	20%	0.0%	20%
7	Books - Audio Books	No Bid	No Bid	10.0%	20%	No Bid	No Bid	5.0%	5.0%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
8	Books - ebooks	0.0%	25%	10.0%	20%	No Bid	No Bid	5.0%	5.0%	0.0%	25%	No Bid	0.0%	20%	0.0%	20%
9	Digital Media - music files, video clips, etc.	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0.0%	0.0%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	Subscription - Databases	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0.0%	0.0%	0.0%	25%	No Bid	0.0%	20%	0.0%	20%
	Notes for lines 1-2	Lines 1-2 Free Library processing														
	Notes for lines 3-10	Lines 3,4,6,7,8 - 10: 30% off list price. Line 3 - 25% off hardcover list price, 15% off paperback list price. Line 4 - 25% off hard cover list price, Line 6 - 15% paperback list price, Line 8 - 25% off list price.														
	Average discount offered by vendor	0.23	0.20	0.33	0.20	0.33	0.33	0.04	0.23	0.23	0.30	0.30	0.20	0.20	0.20	0.20
	Criteria (Purchase Price):	15.68	13.64	22.50	13.64	22.50	22.50	2.56	15.68	15.68	20.45	20.45	13.64	13.64	13.64	13.64

21-006 RFP - Library Books

#	Description	Junior Library Guild (MT Library Services Inc.)		Keystone Books and Media		Materials (Lakeshore Equipment Company)		Lerner Publishing Group (Lerner Universal)		Resources (Mackin Book Company)		National Educational Systems		Hertzberg-New Method, Inc.)	
		Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit
1	Complete Cataloging and Processing Rate	\$2.00	\$2.00	\$0.69	\$0.69	\$1.38	\$1.38	\$0.00	\$1.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2	Catalog Kits Rates	No Bid	No Bid	\$0.69	\$0.69	No Bid	No Bid	No Bid	\$0.95	\$0.95	No Bid	No Bid	No Bid	\$0.00	\$0.00
3	General Trade Books - Regular, trade, adult and young adult fiction and non-fiction from standard trade book publishers	0.0%	38%	0.0%	0.15	No Bid	No Bid	25.0%		7.0%	5.4%	5.0%	0.0%	0.0%	37%
4	Books - Publishers Library Editions (reinforced bindings)	0.0%	38%	0.0%	0.15	No Bid	No Bid	25.0%		7.0%	5.4%	5.0%	0.0%	0.0%	37%
5	Books - Pre-bound - Library Bindings	No Bid	No Bid	0.0%	0.15	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	5.0%	0.0%	38%
6	Books - Pre-bound - Paperback	No Bid	No Bid	0.0%	0.15	5.0%	5.0%	No Bid	No Bid	7.0%	5.4%	5.0%	0.0%	0.0%	38%
7	Books - Audio Books	0.0%	20%	0.0%	0.15	5.0%	5.0%	0.0%	0.0%	5.0%	5.1%	No Bid	0.0%	0.0%	
8	Books - eBooks	0.0%	20%	0.0%	0.15	No Bid	No Bid	25.0%	No Bid	5.0%	5.1%	No Bid	0.0%	0.0%	
9	Digital Media - music files, video clips, etc.	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0.0%	
10	Subscription - Databases	0.0%	20%			No Bid	No Bid	25.0%		0.0%	0%	No Bid	0.0%	0.0%	
		Line 1 - \$2 full shelf ready - attached, \$1 fulls shelf ready - loose. Line 2 - no longer offer card kits.													
		Line 2 - CSISD receives free Barcodes, spine label, reading program label and MARC records. Additional labels/processin will be at regular price.													
		Line 3, 4 - catalogs/website are pre-discounted up to 35%. CSISD additional 2% on Trade titles. Lines 5 - Website/catalog pre-discounted up to 35%. CSISD additional 3% on books in Permbinding.													
		Line 3, 4, 5, 6, 7, 8 - discounts up to 30% off publishers list price reflected in web catalog.													
		Line 6, 7 - Delivery in 7-10 business days ARO													
		Line 7-2 Free on orders of \$350 or more.													
		Mackin provides for free: one MARC record, one spine label, one barcode, one reading program label, and Mylar on jacketed books.													
		Lines 3, 4, 5 - offers additional 7% discount off already up to 45% discounted list price for PRINT. Lines 7-8 - EBOOKS and DIGITAL AUDIOBOOKS receive additional 5%													
		Notes for lines 3-10													
		Average discount offered by vendor													
		Criteria (Purchase Price):													
		0.27	18.41	0.15	10.23	0.05	3.41	0.20	13.54	0.44	30.00	0.05	0.38	0.05	0.38
						3.41		13.54		30.00	3.41		25.91		

21-006 RFP - Library Books

Description	QEP Professional Books			Rainbow Book Company			Rourke Educational Media			Saddleback Educational, Inc.			Scholastic Library Publishing, Inc.			Sebeco Books (Library Sales, Inc.)			Superior Text		
	Total Price	Unit	Extended	Total Price	Unit	Extended	Total Price	Unit	Extended	Total Price	Unit	Extended	Total Price	Unit	Extended	Total Price	Unit	Extended	Total Price	Unit	Extended
1. Complete Cataloging and Processing Rate	No Bid	No Bid	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69
2. Catalog Kits Rates	No Bid	No Bid	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69	\$0.69
3. General Trade Books - Regular, trade, adult and young adult fiction and non-fiction from standard trade book publishers	20.0%	No Bid	0.35%	0.15	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	40.0%	0.0%	15%	38.5%	0.0%	15%	38.5%	0.0%	15%
4. Books - Publishers Library Editions (reinforced bindings)	20.0%	No Bid	0.35%	0.15	No Bid	30.0%	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	30.0%	0.0%	15%	25.0%	0.0%	15%	25.0%	0.0%	15%
5. Books - Pre-Bound - Library Bindings	20.0%	No Bid	0.35%	0.15	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0.0%	15%	25.0%	0.0%	15%	25.0%	0.0%	15%
6. Books - Pre-bound - Paperback	No Bid	No Bid	0.0%	0.15	No Bid	0.0%	No Bid	0.0%	No Bid	0.0%	No Bid	0.0%	No Bid	0.0%	15%	38.5%	0.0%	15%	38.5%	0.0%	15%
7. Books - Audio Books	20.0%	No Bid	0.35%	0.15	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	15.0%	0.0%	15%	No Bid	0.0%	15%	No Bid	0.0%	15%
8. Books - ebooks	No Bid	No Bid	0.0%	0.15	No Bid	0.0%	No Bid	0.0%	No Bid	0.0%	No Bid	0.0%	No Bid	0.0%	15%	35.0%	0.0%	15%	35.0%	0.0%	15%
9. Digital Media - music files, video clips, etc.	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10. Subscription - Databases	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	0.0%	0.0%	0.0%	No Bid	0.0%	0.0%	No Bid	0.0%	0.0%
Notes for lines 1-2	Free "standard" library processing Standard=requires no data manipulation																				
Notes for lines 3-10	Line 3-40% off list (Trade Binding) Line 4-30% off list (Reinforced Library Binding) Children's Press, Franklin Watts, Select Sch. Titles. Line 7-15% off list (Weston Woods) books w/CD. Line 8-30% off list (Weston Woods) DVD/Audio. Line 10- ScholasticGO, TrueFlix, FreedomFix, ScienceFix, Teachables, Watch & Learn Library.																				
Average discount offered by vendor	0.20		0.15	0.15	0.00	0.15	0.15	0.15	0.00	0.00	0.23	0.15	0.15	0.15	0.15	0.32	0.15	0.15	0.15	0.15	0.15
Criteria (Purchase Price):	13.64		10.23	10.23	5.00	10.23	10.23	5.00	5.00	5.00	15.68	10.23	10.23	10.23	21.82	10.23	10.23	10.23	10.23	10.23	21.82

TABULATION

21-005 RFP - Library Books

Description	Textbook Warehouse		The Child's World, Inc.		The Reading Warehouse Inc.		The Rosen Publishing Group, Inc		World Book, Inc.	
	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit	Total Price	Unit
1. Complete Cataloging and Processing Rate	\$0.00		\$0.00		\$0.00		\$0.00		\$2.00	
2. Catalog Kls Rates	Extended		Extended		Extended		Extended		Extended	
	No Bid		No Bid		No Bid		No Bid		No Bid	
3. General Trade Books - Regular, trade, adult and young adult fiction and non-fiction from standard trade book publishers	37.0%		No Bid		27.0%		No Bid		No Bid	
4. Books - Publishers Library Editions (reinforced bindings)	5.0%		30.0%		27.0%		0.0%		0.0%	
5. Books - Pre-Bound - Library Bindings	5.0%		No Bid		27.0%		0.0%		No Bid	
6. Books - Pre-Bound - Paperback	37.0%		No Bid		27.0%		0.0%		No Bid	
7. Books - Audio Books	5.0%		No Bid		25.0%		No Bid		No Bid	
8. Books - eBooks			30.0%				0.0%		0.0%	
9. Digital Media - music files, video clips, etc.			No Bid				No Bid		No Bid	
10. Subscription - Databases			No Bid				0.0%		0.0%	
Notes for lines 1-2					Our discount for a single copy of a book title is 27% off retail, the discount for 25 or more copies is 39% off retail, the discount for 100 or more of one title is 35% off retail. We also offer a FREE standard library processing package for all books we sell which includes MARC record download, Mylar dust jacket, spine label, Barcodes label, and Label protectors.			Free Library Processing		
Notes for lines 3-10									Line 8 - Please contact your local rep for district specific pricing for World book eBooks. Line 10 - Please contact your local rep for district specific pricing for World Book database products.	
Average discount offered by vendor	0.18		0.30		0.27		0.23		0.00	
Criteria (Purchase Price):	12.27		20.45		18.41		15.68		5.00	