

## Compiled Vendor RFP Response Notes

### Michigan Statewide Contracts and Approved Vendor List for Provision of Library Materials and/or Services to Public, School, Academic and Special Library Cooperative Member Libraries

October 1, 2024 through September 30, 2027

[https://cdn.ymaws.com/tln.org/resource/collection/F303EF7B-F4BE-4E5F-86DC-9137C78665F6/RFP\\_Statewide\\_Book\\_and\\_AV\\_2024-2027.pdf](https://cdn.ymaws.com/tln.org/resource/collection/F303EF7B-F4BE-4E5F-86DC-9137C78665F6/RFP_Statewide_Book_and_AV_2024-2027.pdf)

#### **Amazon Business:**

Through the existing Michigan Statewide Amazon Business Prime program, enrolled libraries receive free shipping on all orders. In response to the RFP Amazon Business has offered to provide a rebate to TLN on purchases made through the statewide program if specified spending levels are met. TLN will use any rebate money received to pay the annual fee for ALL libraries enrolled in the Michigan Statewide Amazon Business Prime program, and/or for other projects/programs that benefit libraries on a statewide basis, as determined by TLN and/or Library Cooperatives of Michigan. In response to the RFP Amazon is also offering a bulk purchase discount and a custom Amazon Basics discount products list for this statewide program. Although Amazon did not provide traditional category specific discounts in their RFP response, it was accepted as it will benefit libraries at the statewide level. JF Note: Although not stated in the RFP response it is Amazon's intent to begin offering category specific discounts in the future.

#### **Baker & Taylor:**

Public/Academic/Special Libraries: A Fuel Surcharge of 3% of the invoiced book and spoken word amount, excluding cataloging and processing fees, will appear as a separate line item on each invoice. For individual libraries achieving an annual sales volume of \$30,000 or more, this transportation surcharge will be invoiced at 1.5%. Member expenditures for product shipped under the agreement will be reviewed annually (prior year, October/September). Eligible accounts will be updated by October 15 each contract year.

Schools only shipping charge: Qualifying orders (25 or more units, shipped or backordered) are shipped free. Orders of less than 25 units will be invoiced a flat fee of \$6.95/shipment.

As part of the negotiations process, TLN asked Baker & Taylor to rescind the transportation surcharge. Here is B&T's response to TLN's request: "We revised our RFP response. Basically, we moved the Trade Hardcover percentage back to 46% and lowered the surcharge from 2% to 1.5% for libraries with annual sales volume of \$30,000 or more. I realize the (fuel) surcharge is a new proposition, but with the ever-increasing price of shipping, B&T has had to pass some of this cost on to be sustainable. We were able to lower it (fuel surcharge) as a compromise."

**Barnes & Noble:**

Shipping/Handling: \$4.99 for the first book and \$0.99 per additional book to the same address with free shipping after \$500.00.

Volume/\$\$ Discounts: 20% on orders over \$999.99; 30% on orders \$1,000-\$4,999.99 or >100 units; 35% on orders >\$5,000 or >100 units.

**Brodart:**

Publishers whose titles have limited sales volume and/or limited demand will be invoiced with the nontrade discount of 10% OR invoiced at the publisher's list price.

**Follett:**

Discounts are available on quantity purchases of the same FollettBound title. These quantity discounts are: 1% off the sell price for 25-49 copies; 2% for 50-99 copies; 3% for 100-249 copies; 4% for 250-499 copies; 5% for 500+ copies. Free shipping on all orders other than textbooks. Textbook orders will be charged 10% of the merchandise total for shipping and handling unless the order is over \$15,000.

**Ingram:**

Trade Hardcover, Quality Paperbacks, and Mass Market Paperback titles ordered with a cover price of \$14.99 or less will receive a 20% discount. Trade/Mass Market Paperbacks 38% 1 copy/title; 40% 2-4 c/t; 41% 5-9 c/t; 42% 10+ c/t.

Shipping, Public and Academic Libraries: Ingram-paid freight from your designated primary and secondary distribution centers. We hold orders until a minimum quantity of 15 units is met. The qualifying unit quantity is subject to change with notice. Items picked, packed, and shipped together count as an individual shipment. When freight charges on an individual account surpass 2.5% of the account's expenditures, Ingram reserves the right to change the shipping settings under this offer.

Shipping, School and Special Libraries: Two shipments per purchase order F.O.B. Destination with Ingram paid freight from your Ingram designated primary and secondary distribution centers.

As part of the negotiations process, TLN asked Ingram to rescind the "We hold orders until a minimum quantity of 15 units is met" clause for Public and Academic libraries. Here is Ingram's response to TLN's request: "As everyone is aware, prices have risen on almost everything needed to keep materials moving, especially fuel and shipping charges. While still offering Ingram-paid freight, we have implemented a minimum quantity of 15 units as an active measure to try and absorb these increased costs and prevent passing these costs on to our customers. As of July 22, 2024 UPS charges a 16.25% surcharge on all domestic ground packages. Since your last RFP in 2021, UPS has increased their rates annually: 5.9% in 2021 and 2022, 6.9% in 2023, and 5.9% in 2024. Please note: The minimum quantity of 15 units is currently set for Michigan statewide Public and Academic accounts, but orders still release after 30 days, free of charge, even if the 15 unit minimum quantity has not been met."

**Junior Library Guild:**

Items are pre-discounted up to 60% off. Therefore, no additional discount is possible. 10% off for multi-year orders.

**Midwest Tape:**

“Midwest Tape would like to continue to offer our discounts structure for audiovisual materials at the same terms and conditions as set forth in the RFP Statewide Approved Vendors List 2021-2024.”