

MEMORANDUM

TO: All Campuses and Departments

FROM: Emily Garza, Director of Purchasing

**SUBJECT: LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS, EQUIPMENT, SERVICES AND SUPPLIES
CATALOG BID # 17-18-043**

The Board of Education on August 27, 2018 awarded Library Books, Paperback Books and Textbooks, Equipment, Services and Supplies Catalog Bid for the 2018-2019 school year. The bid was awarded to the following vendors:

ABDO Publishing Company	Greenhaven Publishing, LLC
Apple Books	High End Advertising
Barnes & Noble Booksellers, Inc. (Corporate)	Interstate Promotional Dist. (d.b.a. Interstate Books4school)
Barnes & Noble Booksellers, Inc. (Palms Crossing)	J. Appleseed
Barnes & Noble Booksellers, Inc. (Northcross)	KAMICO Instructional Media, Inc.
B.E. Publishing	Kent Adhesive Products Company
Bearport Publishing	Lakeshore Learning Materials
Bound to Stay Bound Books, Inc.	Lectorum Publications, Inc.
Brodart Co.	Lektro, Inc. (d.b.a. Escue & Associates)
Cavendish Square Publishing, LLC	Lerner Publishing Group
CBM LLC (d.b.a. Cherry Lake Publishing / Sleeping Bear Press)	Lerner Universal Corp. (d.b.a. Brain Hive)
Central Programs Inc. (d.b.a. Gumdrop Books)	Mackin Educational Resources
Children's Plus Inc.	Magazine Subscriptions PTP
Crabtree Publishing	McGraw-Hill School Education, LLC
Crisis Prevention Institute, Inc.	Mentoring Minds, L.P.
Conn Education, Inc. (d.b.a. Classroom Library inc.)	MT Library Services Inc. (d.b.a. Junior Library Guild)
Delaney Educational Enterprises	National Highlights, Inc. (d.b.a. Mason Crest Publishing)
Demco Inc.	Norwood House Press
Discount Magazine Sub Svc Inc.	Perma-Bound Books
DLB Books, Inc.	Prestwick House, Inc.
Doylene & Associates Inc.	Prufrock Press Inc.
Enslow Publishing, LLC	QEP Professional Books
Express Booksellers	Quill LLC
Follett School Solutions, Inc.	Rainbow Books Company
Garrett Book Company	Scholastic Inc. / Teacher Resources
Gareth Stevens Publishing, LLP	Scholastic Library Publishing, Inc.
Gateway Printing & Office Supply Inc.	Sebco Books
GL Group Inc. (d.b.a. Booksource)	Slossen Educational Publications, Inc.

START COLLEGE NOW! COMPLETE EARLY! GO FAR!

601 E. Kelly St., Pharr, TX 78577 P: (956) 354-2000 F: (956) 354-3019 www.psjaisd.us

It is the policy of Pharr-San Juan-Alamo ISD not to discriminate on the basis of sex, disability, race, color, religion, national origin or age.

Steps to Literacy
Sundance Newbridge
Textbook Brokers Inc.
Textbook Warehouse, LLC
TFH (USA) Ltd.
The Child's World, Inc.

The Library Store, Inc.
The Master Teacher
The Rosen Publishing Group, Inc.
W.T. Cox Information Services
Zaner-Bloser, Inc.

The following criteria may be used when purchasing from the awarded vendors mentioned above:

- All school campuses will receive a company catalog.
- All library books, paperback books and textbooks, equipment services and supplies purchases are to be made solely from the awarded vendors mentioned above.

Please review tabulation for contact name, address, telephone numbers and discount (%) offered.

If you have any questions on the approved vendors listed above, please feel free to contact me at (956) 354-2000.

Sincerely,

Emily Garza
Director of Purchasing

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	ABDO PUBLISHING	APPLE BOOKS	BARNES & NOBLE BOOKSELLERS	B.E PUBLISHING	BEARPORT PUBLISHING	BOUND TO STAY BOUND BOOKS, INC.	BRODART CO.
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	Catalog & website reflect 30% off the list price	NA 25%-30% NA NA	0% - 25% 0% - 25% NA NA	5% 5% NA 5%	NR 30% NA NA	NA 30% NA NA	NA 15% NA NA
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NA YES NA	NA YES NA	NA NA NA	YES YES NA	NA YES NA	NO NA NO	NA NO NA
What month & year is your current catalog published?	Jan-18	NA	NA	Feb-18	Jan-18	February and August each year	Jan-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	YES	YES	YES	YES	YES	Call sales rep	YES
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	NO	YES	YES	YES	Our discount will remain firm through 8/31/2019	NO
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Robstown, TX Greg Escue 800-676-2093 832-250-6011 800-301-4040 greg@escuebooks.com	Mankatu, MN Dave Schlichte 800-783-6767 507-340-6292 412-688-8545 sales@applebooks.com	McAllen, TX Katrina Flores 956-686-4231 956-686-4231 956-631-0438 crm2311@bn.com	New Caney, TX LaFaith Washington 888-781-6921 NA 401-781-7608 lafaith@bepublishing.com	Robstown, TX Greg Escue 361-387-7323 832-250-6011 800-301-4040 greg@escuebooks.com	Georgetown, TX Milton Van Dusen 800-637-6586 ext.3530 217-370-9960 800-747-2872 sales@btsb.com	Williamsport, PA Adrienne Banzhaf 888-820-4377 x4355 NA 800-578-1064 adrienne.banzhaf@brodart.com
What is the e-mail address for all Purchase Orders to be sent to?	customerservice@abdopublishing.com	customerservice@applebooks.com	crm2311@bn.com	erin@bepublishing.com	service@bearportpublishing.com	orders@btsb.com	supplies.quotes@brodart.com
Is there a minimum dollar / qty / vol. purchase amount required for delivery Yes / No	NO	NO	NO	YES	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	NO	YES / Shipping 8.5% of total invoice	NO	NO	Call sales rep
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	ABDO PUBLISHING	APPLE BOOKS	BARNES & NOBLE BOOKSELLERS	B.E PUBLISHING	BEARPORT PUBLISHING	BOUND TO STAY BOUND BOOKS, INC.	BRODART CO.
What would be the delivery time once a purchase order is received? Number of Days: _____	7-10 Business Days	13-30 Business Days depending if processing is needed	7-10 Business Days	10-14 Business Days	5-7 Business days	Within 10 days ARO	7-10 Business days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	NO	NO	YES
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$1.00	NA	0	NA	NA	No minimum	Determined on a case by case basis
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	CAVENDISH SQUARE PUBLISHING, LLC	CBM, LLC (dba CHERRY LAKE / SLEEPING BEARS PRESS)	CENTRAL PROGRAMS INC. (d.b.a. GUMDROP BOOKS)	CHILDREN'S PLUS, INC.	CRABTREE PUBLISHING	CRISIS PREVENTION INSTITUTE, INC.	CONN EDUCATION, INC. (d.b.a. CLASSROOM LIBRARY, INC.
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NA 30% NA NA	NA 30% Off list price NA NA	NB 0-70% Average 32% NB NB	0% 0-30% 0% 0%	NA 25% OFF LIST PRICE NA None	0% 0% 0% 0%	NA 25% NA NA
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NA YES NA	NA YES NA	NB YES NB	NA YES NA	NO YES NA	NO NO NO	YES YES NA
What month & year is your current catalog published?	2017-2018	Jul-17	Apr-18	Ongoing	NA	NA	Updated daily
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	NA	NA	YES	YES	NA	NA	March-18
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	YES	YES	YES	YES	NO	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	San Antonio, TX Lisa Galloway 210-499-5909 NA 210-499-5936 lgalloway001@satx.rr.com	Robstown, TX Greg Escue 361-387-7323 822-250-6011 361-387-7310 gescue@earthlink.net	Frisco, TX George Heyser 800-821-7199 NA 866-321-7199 wecare@gumdropbooks.com	Brookshire, TX Doylene Escue 832-250-6015 832-250-6015 NA descue@earthlink.net	Robstown, TX Greg Escue 800-676-2093 832-250-6011 800-301-4040 greg@escuebooks.com	Milwaukee, WI JT Gylland 414-979-7015 NA 414-979-7098 jgylland@crisisprevention.com	St. Louis, MO Benjamin R. 888-318-2665 NA 977-716-7272 ben@classroomlibrarycompany.com
What is the e-mail address for all Purchase Orders to be sent to?	csq-cs@csqpub.com	customerservice@cherrylakepublishing.com	wecare@gumdropbooks.com	orders@childrensplusinc.com	greg@escuebooks.com	greg@escuebooks.com	ben@classroomlibrarycompany.com
Is there a minimum dollar / qty / vol. purchase amount required for delivery Yes / No	NO	NO	NO	NO	NO	NO	YES
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	NO	NO	NA	NA	NO
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	CAVENDISH SQUARE PUBLISHING, LLC	CBM, LLC (dba CHERRY LAKE / SLEEPING BEARS PRESS)	CENTRAL PROGRAMS INC. (dba GUMDROP BOOKS)	CHILDREN'S PLUS, INC.	CRABTREE PUBLISHING	CRISIS PREVENTION INSTITUTE, INC.	CONN EDUCATION, INC. (dba CLASSROOM LIBRARY, INC.)
What would be the delivery time once a purchase order is received? Number of Days: _____	7-10 Days ARO	7 Business days without processing	10-15 Business days	28 Business days	30-45 Days ARO	3-7 Business days	14 Business days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	NA	YES 25% restocking fee is applied to the refund	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	NA	NA	\$0	\$0	\$0	\$0	\$100
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	DELANEY EDUCATIONAL	DEMCO, INC.	DISCOUNT MAGAZINE SUB SVC INC.	DLB BOOKS, INC.	DOYLENE & ASSOCIATES, INC	ENSLow PUBLISHING	EXPRESS BOOKSELLERS
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	0% 0% 0% 0%	NB 0 -14% (With min order) NB Call for quote on \$2,000 +	NA 0-50% NA NA	0-20% 0-20% 0% 10 copies or more of same title receive discount	NA 0-20% depending on order NA NA	NA Call sales rep NA NA	0%-25% NA NA Call sales rep
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NA YES NA	NO NO NO	NA NA NA	YES YES YES	NA YES NA	NA YES NA	NA NA NA
What month & year is your current catalog published?	Ongoing	Jan-18	Apr-18	NA	2018-2019	2017-2018	NA
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	YES	NO	YES	YES	NO	NA	YES
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	NO	YES	YES	YES	YES	NA
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Tyler, TX Juliee Denman 903-372-5469 903-372-5469 NA jdeman@deebooks.com	Madison, WI Order Department 800-356-1200 NA 800-245-1329 order@demco.com	Fort Myers, FL Jason Bell 239-274-6868 NA NA info@discountmagazineweb.com	Katy, TX Danielle LeCronier 281-987-0383 281-989-4482 281-987-8606 danielle@dlbbooks.com	Mission, TX Perri Huntley 855-525-6015 956-279-3545 855-843-8435 perrihuntley@gmail.com	Robstown, TX Greg Escue 361-387-7323 832-250-6011 361-387-7310 greg@escuebooks.com	Dallas, TX Jule Maxwell 214-564-3392 214-564-3392 469-916-4313 jule@expressbooksellers.com
What is the e-mail address for all Purchase Orders to be sent to?	orders@deebooks.com	order@demco.com	info@discountmagazineweb.com	dlb@dlbbooks.com	descue@earthlink.net	customerservice@enslow.com	jule@expressbooksellers.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	YES	NO	NO	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	YES / Both Call for quote	NO	NO	YES / Both Depends on the order, Call for quote	NO	NO
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	NO	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	DELANEY EDUCATIONAL	DEMCO, INC.	DISCOUNT MAGAZINE SUB SVC INC.	DLB BOOKS, INC.	DOYLENE & ASSOCIATES, INC	ENSLow PUBLISHING	EXPRESS BOOKSELLERS
What would be the delivery time once a purchase order is received? Number of Days: _____	28 Business days	7 -10 Days for stock items, 2-8 weeks for items shipped from the manufacturer	45 Business days	20 Days	7 -10 unprocessed	7-10 Business days	7-10 Business days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	NO	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$ _____ delivered to one location.	\$0	\$100	NB	\$25	\$0	No minimum	\$0
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged: a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	FOLLETT SCHOOL SOLUTIONS, INC.	GARRETT BOOK COMPANY	GARETH STEVENS PUBLISHING, LLP	GATEWAY PRINTING & OFFICE SUPPLY, INC.	GL GROUP, INC (d.b.a. BOOKSOURCE)	GREENHAVEN PUBLISHING	HIGH END ADVERTISING
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NA 0% Call sales rep for more info NA 5% add'l disc. any title ordered w/qty 10+ (print only)	NB 30% from publishers' list price NB NB	NA Call sales rep NA NA	0%-5% 0%-5% NA As per quote	25% 25% NA NA	NA 20% NA NA	0% 0% 0% 0%
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NA NO NA	NA YES NA	NA YES NA	NO YES NO	YES YES NA	NA YES NA	YES YES YES
What month & year is your current catalog published?	titlewave.com	August 2017-2018	2017-2018	NA	Oct-17	2017-2018	Jul-05
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	NA	YES	NA	YES	YES	NA	YES
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	NO	YES	YES	YES	YES	YES	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	McAllen, TX Lisa Gorena 877-899-8550 ext.46340 956-821-8982 800-852-5458 lgorena@follett.com	Houston, TX Gary May NA 713-419-6945 888-525-1560 gary.may@garrettbooks.com	Robstown, TX Greg Escue 361-387-7323 832-250-6011 361-387-7310 greg@escuebooks.com	Edinburg, TX Chris Diaz 956-383-3861 956-451-9165 956-316-0253 cdiaz@gatewayp.com	San Antonio, TX Kevin Werling 512-296-5452 512-296-5452 866-213-9851 kevin@werlingnexus.com	San Antonio, TX Lisa Galloway 210-499-5909 NA 210-499-5936 lgalloway001@satx.rr.com	Mission, TX Katia Moya 956-600-7777 956-445-4648 NA kmoya@highendad.com
What is the e-mail address for all Purchase Orders to be sent to?	lgorena@follett.com	mail@garrettbooks.com	NO	csr.rgv@gatewayp.com	service@booksource.com	lgalloway001@satx.rr.com	kmoya@highendad.com
Is there a minimum dollar / qty / vol. purchase amount required for delivery Yes / No	NO	NO	NO	NO	NO	NO	Depends on the item
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	NO	NO	NO	NO	YES / Shipping Depends on the item
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	FOLLETT SCHOOL SOLUTOINS, INC.	GARRETT BOOK COMPANY	GARETH STEVENS PUBLISHING, LLP	GATEWAY PRINTING & OFFICE SUPPLY, INC.	GL GROUP, INC (dba BOOKSOURCE)	GREENHAVEN PUBLISHING	HIGH END ADVERTISING
What would be the delivery time once a purchase order is received? Number of Days: _____	15-20 Days ARO	30 Days	7-10 Days	7-10 Days	7-14 Days	7-10 days unprocessed books 21-30 days for library processed books	15 Days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	YES	NO	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$0	\$0	NA	Any	NA	No minimum	Depends on item
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	INTERSTATE PROMOTIONAL DIST. (d.b.a. INTERSTATE BOOKS4SCHOOL)	J. APPLESEED	KAMICO INSTRUCTIONAL MEDIA, INC.	KENT ADHESIVE PRODUCTS CO.	LAKESHORE LEARNING MATERIALS	LECTORUM PUBLICATIONS, INC.	LEKTRO, INC. (dba ESCUE & ASSOCIATES)
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	35% off Tradebooks net priced Valu-Books	NA 30% NA NA	0%-15% 0%-15% 0%-15% 0%-15%	NA 10% NA NA	5% 5% NA NA	20% 0% NA NA	NA 10%-30% NB None
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	Call sales rep Call sales rep NO	NA YES NA	YES YES YES	NA YES NA	YES YES NA	NA YES YES	NO YES NO
What month & year is your current catalog published?	August / Annually	Jul-18	Aug-17	May-18	Jan-18	Feb-18	Sep-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	YES	YES	YES	NA	NO	NO	NA
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	YES	YES	NO	NO	NO	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Madison, WI Marty Fields 608-277-2407 NA 608-277-2410 sales@books4school.com	Robstown, TX Greg Escue 800-676-2093 832-250-6011 800-301-4040 greg@escuebooks.com	Salado, TX Kathy Michael 254-947-7283 512-751-0552 254-947-7284 kmichael@kamico.com	Vent, OH Shawn Smith 800-791-8965 NA 800-451-3724 book@kapco.com	Edinburg, TX Ray Martinez 956-357-5352 956-357-5352 310-537-7990 martinez@lakeshorelearning.com	Lyndhurst, NJ Hilda Viskovic 800-345-5946 X2240 NA 877-532-8676 hviskovic@lectorum.com	Robstown, TX Greg Escue 800-676-2093 832-250-6011 800-301-4040 greg@escuebooks.com
What is the e-mail address for all Purchase Orders to be sent to?	sales@books4school.com	orders@jappleseedmedia.com	orders@kamico.com	book@kapco.com	orderdept@lakeshorelearning.com	gochoa@lectorum.com	greg@escuebooks.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	NO	NO	YES	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	YES / Shipping 7% Min \$15 for orders under \$1,999	NO	NO	YES / Both Call sales rep	YES / Shipping On orders over \$100	YES / Shipping Call sales rep	NA
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	INTERSTATE PROMOTIONAL DIST. (dba INTERSTATE BOOKS4SCHOOL)	J. APPLESEED	KAMICO INSTRUCTIONAL MEDIA, INC.	KENT ADHESIVE PRODUCTS CO.	LAKESHORE LEARNING MATERIALS	LECTORUM PUBLICATIONS, INC.	LEKTRO, INC. (dba ESCUE & ASSOCIATES)
What would be the delivery time once a purchase order is received? Number of Days: _____	7 days for Valu-books, 20 days for Tradebooks	14 Days	2-3 ARO	3-5 Business days	7-10 Days	15 Days	30-45 Days ARO
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	Sold non-returnable	NO	NO	YES 15%	NO	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$2,000	\$300	\$0	\$50	Free shipping on all orders over \$100. Orders under \$100 estimate shipping 15% of subtotal	\$5,000.00	\$0
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	LEARNER PUBLISHING GROUP	LEARNER UNIVERSAL CORP. (d.b.a. BRAIN HIVE)	MACKIN EDUCATIONAL RESOURCES	MAGAZINE SUBSCRIPTIONS PTP	MCGRAW-HILL SCHOOL EDUCATION, LLC	MENTORING MINDS, L.P.	MT LIBRARY SERVICES INC. (d.b.a. JUNIOR LIBRARY GUILD)
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NA 25% NA NA	NA 20% NA Varies based on qty -5%-30%	NA 7% NA please contact Mackin	NA 0%/15%/30% NA NA	NA 0% off website pricing NA NA	NA 0%-29% NA 0%-29%	NA 0% - Catalog & website are prediscounted up to 75% off NA
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NA NO NA	NO YES NO	NA NO NA	NA YES NA	NA YES NA	NA YES NA	NA YES NA
What month & year is your current catalog published?	Jan-18	Jul-18	Ongoing-updated nightly	Apr-18	Oct-17	Aug-17	Spring (February) 2018
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	NA	YES	NA	NA	NA	NA	NA
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	YES	YES	YES	NO	NO	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Minneapolis, MN Brad Richason 800-328-4929 NA 800-332-1132 brichason@lernerbooks.com	McAllen, TX Wally Trevino 956-778-8267 956-778-8267 800-332-1132 wtrevino@brainhive.com	Katy, TX Martha Lee 800-245-9540 281-841-5149 800-369-5490 martha.lee@mackin.com	Austin, TX Shirley Flores 800-733-5470 NA 512-442-5253 mag.subscript.ptp@att.net	San Antonio, TX Ed Holguin NA 210-422-3089 800-953-8691 ed.holguin@mheducation.com	San Antonio, TX Matthew Reveley 855-855-3892 210-274-5642 800-838-8186 matt@mentoringminds.com	Plain City, OH Heather Rodgers 800-325-9558 x7307 NA 800-827-3080 hroddgers@juniorlibraryguild.com
What is the e-mail address for all Purchase Orders to be sent to?	custserve@lernerbooks.com	orders@brainhive.com	orders@mackin.com	mag.subscript.ptp@att.net	ed.holguin@mheducation.com	orders@mentoringminds.com	sales@juniorlibraryguild.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	NO	NO	NO	NO	YES	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	NO	NO	YES / Both 7-10% of the order	YES / Shipping 10% of total order	NO
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	LENER PUBLISHING GROUP	LENER UNIVERSAL CORP. (dba BRAIN HIVE)	MACKIN EDUCATIONAL RESOURCES	MAGAZINE SUBSCRIPTIONS PTP	MCGRAW-HILL SCHOOL EDUCATION, LLC	MENTORING MINDS, L.P.	MT LIBRARY SERVICES INC. (dba JUNIOR LIBRARY GUILD)
What would be the delivery time once a purchase order is received? Number of Days: _____	30 ARO	21 Days	28-45 Days	30-90 Days	14 Days	7-10 Business days	30 days or as scheduled
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	NO	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	Discount does not rely on a certain size order for application	\$0	\$50	\$0	All orders are shipped F.O.B	\$0	\$0
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	NATIONAL HIGHLIGHTS, INC. (d.b.a. MASON CREST PUBLISHING)	NORWOOD HOUSE PRESS	PERMA-BOUND BOOKS	PRESTWICK HOUSE, INC	PRUFROCK PRESS INC.	QEP PROFESSIONAL BOOKS	QUILL LLC
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NB 25% off list price NB None	NA 25% NA Free Shipping and Library processing	Prices in Prema-Bound catalog/website are pre-discounted up to 30% off list price of book See quantity discount schedule included	0% 0% 0% Stated in catalog	NA 0% NA 0%	0-35% 0-35% NA 0-35%	NA 10-15% NA NA
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NO YES NO	NO YES NO	NA NO NA	NO YES NO	NA YES NA	YES YES NO	NA NO NA
What month & year is your current catalog published?	NA	Jul-17	Aug-17	Apr-17	Spring 2018	NA	Jan-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	YES	YES	NA	YES	NA	Call sales rep	NO
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	YES	YES	NO	YES	NA	NO
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Robstown, TX Greg Escue 800-676-2093 832-250-6011 800-301-4040 greg@escuebooks.com	Robstown, TX Greg Escue 361-387-7323 832-250-6011 361-387-7310 greg@escuebooks.com	Brownsville, TX Martha Garcia 956-544-3355 956-755-9915 956-544-0408 marthagarcia@perma-bound.com	Smyrna, Delaware Sue Thomas 800-932-4593 NA 888-718-9333 sue@prestwickhouse.com	Waco, TX Elizabeth Trout 800-998-2208 NA 800-240-0333 etrout@prufrock.com	Plano, TX Catherine McGough 972-985-0025 NA 972-964-2104 cmcgough@qepbooks.com	Lincolnshire, IL Christopher Denton 800-789-7020 x 1468 NA 888-888-8250 christopher.denton@quill.com
What is the e-mail address for all Purchase Orders to be sent to?	greg@escuebooks.com	customerservice@norwoodhousepress.com	books@perma-bound.com	info@prestwickhouse.com	sgross@prufrock.com	qeporders@qepbooks.com	e-order@quill.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	NO	NO	NO	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	NO	YES / Shipping Call sales rep	YES / Shipping \$7.95 minimum-approx 10%	YES / Shipping Call sales rep	NO
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	NATIONAL HIGHLIGHTS, INC. (dba MASON CREST PUBLISHING)	NORWOOD HOUSE PRESS	PERMA-BOUND BOOKS	PRESTWICK HOUSE, INC	PRUFROCK PRESS INC.	QEP PROFESSIONAL BOOKS	QUILL LLC
What would be the delivery time once a purchase order is received? Number of Days: _____	30-45 Days ARO	5-7 Days	30 Days	7-10 Business days	7-10 Days	2-10 Days	1-2 Days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	NO	YES 5%	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$ _____ delivered to one location.	\$0	\$0	None	Shipping charges apply to all orders	No minimum	\$0	\$0
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	RAINBOW BOOKS COMPANY	SCHOLASTIC INC. / TEACHER RESOURCES	SCHOLASTIC LIBRARY PUBLISHING, INC.	SEBCO BOOKS	SLOSSON EDUCATIONAL PUBLICATIONS, INC.	STEPS TO LITERACY	SUNDANCE NEWBRIDGE
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	0% 0% 0% 0%	NA / NA 25% NA NA	NA 0-40% off list price NA NA	NA 0-30% NA NA	5% 5% NA NA	25% 25% 25% 25%	NA 20% NA NA
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NA YES NA	NA YES NA	NO YES NO	NA YES NA	YES YES NA	YES YES YES	NA NA NA
What month & year is your current catalog published?	Ongoing	Sep-17	Jul-17	NA	Mar-18	Jan-18	NA
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	YES	NA	YES	YES	YES	YES	NA
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	YES	NO	YES	YES	YES	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Spring, TX Karl Gunderson 713-557-6659 713-557-6659 NA txbooks@att.net	San Antonio, TX Elizabeth Stamper NA 210-305-2679 866-560-6930 estamper@scholastic.com	Madisonville, LA Herbie Thorpe 985-807-7545 NA 985-792-1787 herbiethorpe@gmail.com	Edinburg, TX Natalie Garza 800-223-3251 956-369-2766 954-987-2200 Natalie@sebcobooks.com	East Aurora, NY Audrey Clark 716-652-0930 NA 1-888-756-7766 slossonprep@gmail.com	NA NA NA NA NA NA	Marlborough, MA Linda Pino 877-888-2969 x1816 NA 800-356-7956 lpino@sundancepub.com
What is the e-mail address for all Purchase Orders to be sent to?	orders@rainbowbookcompany.com	educationorders@scholastic.com	slpservice@scholastic.com	Laila@sebbooks.com	slossonprep@gmail.com	purchasing@stepstoliteracy.com	info@sundancepub.com
Is there a minimum dollar / qty / vol. purchase amount required for delivery Yes / No	NO	YES	NO	NO	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	YES / Shipping Call sales rep	YES / Both 5% on orders less than \$350	NO	YES / Shipping 10%	NO	YES / Shipping Call sales rep
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	NO	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	RAINBOW BOOKS COMPANY	SCHOLASTIC INC. / TEACHER RESOURCES	SCHOLASTIC LIBRARY PUBLISHING, INC.	SEBCO BOOKS	SLOSSON EDUCATIONAL PUBLICATIONS, INC.	STEPS TO LITERACY	SUNDANCE NEWBRIDGE
What would be the delivery time once a purchase order is received? Number of Days: _____	28 Days	7-10 Business Days ARO	10-14 days non library processed / 21-30 days library processed	30-45 Days	10 Days	14 Days	14 Days
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	NO	NO	YES 10%	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$0	\$2.25	NA	\$0	\$0	NA	NA
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	TEXTBOOK BROKERS, INC.	TEXTBOOK WAREHOUSE	TFH (USA) LTD.	THE CHILD'S WORLD, INC.	THE LIBRARY STORE, INC.	THE MASTER TEACHER	THE ROSEN PUBLISHING GROUP, INC.
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	14% 25-50% NA NA	10% - 37% NA NA NA	NA 5% NA NA	NA 30% NA NA	0% 25% 0% Call sales rep	NA 5% NA Volume Discount available	NA 15-25% NA NA
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	YES YES NO	YES NA NA	NA YES NA	NO YES NO	NA YES NA	NA YES NA	NA YES NA
What month & year is your current catalog published?	Jul-18	Online	Jan-18	August + January 2018/2019	Jan-18	Feb-18	2017/2018
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	YES	YES	NO	NA	NA	NA	NA
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	YES	NA	NO	YES	NO	YES	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Sparta, Missouri Chris Trussell 888-336-7101 417-209-7738 888-866-8445 chris@k12savings.com	Boerne, TX Craig Richardson 888-296-8804 888-296-8804 800-796-9154 craig@textbookwarehouse.com	Gibsonia, PA Karen Pool 724-444-6400 NA 724-444-6411 karen@tfhousa.com	Robstown, TX Greg Escue 361-387-7323 NA 361-387-7310 greg@escuebooks.com	Tremont, IL Shayla Hill 800-548-7204 309-925-7235 800-320-7706 districtbids@thelibrarystore.com	Manhattan, KS Brenda Richards 800-669-9633 NA 800-669-1132 orders@masterteacher.com	Robstown, TX Greg Escue 361-387-7323 832-250-6011 361-387-7310 greg@escuebooks.com
What is the e-mail address for all Purchase Orders to be sent to?	NA	sales@tbwarehouse.com	barb@tfhousa.com	info@childsworld.com	customerservice@thelibrarystore.com	orders@masterteacher.com	custserv@rosenpub.com
Is there a minimum dollar / qty / vol. purchase amount required for delivery Yes / No	NO	NO	NO	NO	NO	NO	NO
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	NO	YES / Both Call sales rep	NO	Call sales rep	YES / Shipping Call sales rep	NO
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES	YES	YES	YES	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS						
	TEXTBOOK BROKERS, INC.	TEXTBOOK WAREHOUSE	TFH (USA) LTD.	THE CHILD'S WORLD, INC.	THE LIBRARY STORE, INC.	THE MASTER TEACHER	THE ROSEN PUBLISHING GROUP, INC.
What would be the delivery time once a purchase order is received? Number of Days: _____	10 Days	7-10 Days	5-7 Business days	4-5 unprocessed / 10-12 w/full library processing	3-5 Days (in stock)	7-10 Business Days	7-10 Days unprocessed books 21-30 days for library processed books
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	NO	NO	Call sales rep	NO	YES Call sales rep	NO	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$_____ delivered to one location.	\$100	\$0	None	\$0	\$50	NA	\$0
Can you deliver to all locations district wide? Yes / No	YES	YES	YES	YES	YES	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA	NA	NA	NA	NA	NA
Materials are charged:							
a. At Cost	NA	NA	NA	NA	NA	NA	NA
b. Marked Up by (cost plus) %	NA	NA	NA	NA	NA	NA	NA
c. Price per square foot	NA	NA	NA	NA	NA	NA	NA
d. Price per yard	NA	NA	NA	NA	NA	NA	NA
e. Price per linear foot	NA	NA	NA	NA	NA	NA	NA
f. Other, please explain	NA	NA	NA	NA	NA	NA	NA

PHARR-SAN JUAN-ALAMO I.S.D.
LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS	
	W.T. COX INFORMATION SERVICES	ZANER-BLOSER, INC.
Discount price to I.S.D. shall be: A. % off shelf price B. % off catalog price C. % cost plus D. Unit/Quantity/Volume Discount	NA 22% NA NA	25% 0% 0% 0%
Discount off shelf / catalog price applies to all items in store / catalog A. Shelf price / Store Yes / No _____ B. Catalog price Yes / No _____ C. Cost Plus Yes / No _____	NA NO NA	YES YES NA
What month & year is your current catalog published?	Jan-18	Jan-18
Are your shelf prices guaranteed from September 1, 2017 to August 31, 2018?	NA	YES
Are your catalogs guaranteed through 8/31/2018 with discounts to be taken from your printed 2017 Catalog price? Yes / No	NO	YES
What City / State is your sales representative located? City / State Name Telephone Cellular Fax E-mail Address:	Arlington, TX Mike Perrine 800-571-9554 ext 259 817-825-9893 877-755-6274 mperrine@wtcox.com	San Benito, TX Gloria Escamilla 956-793-1146 956-793-1146 800-992-6087 gloria.escamilla@zaner-bloser.com
What is the e-mail address for all Purchase Orders to be sent to?	dward@wtcox.com	customerexperience@zaner-bloser.com
Is there a minimum dollar / qty /vol. purchase amount required for delivery Yes / No	NO	YES
Does your company charge shipping / packing & handling? Yes / No If yes, how much?	NO	YES / Shipping 9%
Partial deliveries of purchase orders are not accepted. Can you comply? Y/N	YES	YES

PHARR-SAN JUAN-ALAMO I.S.D.
 LIBRARY BOOKS, PAPERBACK BOOKS AND TEXTBOOKS
 EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 17-18-043
 BID OPENING: APRIL 30, 2018 @ 2:30P.M.

QUESTION:	VENDORS	
	W.T. COX INFORMATION SERVICES	ZANER-BLOSER, INC.
What would be the delivery time once a purchase order is received? Number of Days: _____	45 Days	5-7 Days ARO
Does your company charge a restocking fee on returned merchandise/warehouse stock? Yes / No If yes, how much?	YES \$10 up to \$100 then 1% of list	NO
Your bid must be F.O.B. Pharr, TX 78577 The discount above is F.O.B. Pharr with a minimum order of \$ _____ delivered to one location.	NA	1 exception: FOB shipping point
Can you deliver to all locations district wide? Yes / No	YES	YES
Hourly Labor Charge / Straight Time per hour/sq. ft./yard/linear ft./Other	NA	NA
Hourly Labor Charge / Overtime per hour/sq. ft./yard/linear ft./ Other	NA	NA
Hourly Labor Charge / Extra Man /Straight Time/ /per hr/sq. ft./year/linear ft./Other	NA	NA
Hourly Labor Charge / Extra Man / Overtime/per hr./sq. ft./yard/linear ft./Other	NA	NA
Materials are charged: a. At Cost b. Marked Up by (cost plus) % c. Price per square foot d. Price per yard e. Price per linear foot f. Other, please explain	NA NA NA NA NA NA	NA NA NA NA NA NA