



## City of Peoria, Arizona Notice of Request for Proposal



Request for Proposal No: **P12-0016H** Proposal Due Date: **October 26, 2011**  
 Materials and/or Services: **Library Materials** Proposal Time: **5:00 P.M. AZ Time**  
 Contact: **Christine Finney**  
 Mailing Address: **City of Peoria, Materials Management** Phone: **(623) 773-7115**  
**9875 N. 85<sup>th</sup> Avenue, 2<sup>nd</sup> Floor, Peoria, AZ 85345**

In accordance with City of Peoria Procurement Code competitive sealed proposals for the material or services specified will be received by the City of Peoria Materials Management at the specified location until the date and time cited above. Proposals shall be in the actual possession of the City of Peoria Materials Management on or prior to the exact date and time indicated above. Late proposals will not be considered, except as provided in the City of Peoria Procurement Code. **Proposals shall be submitted in a sealed envelope with the Request for Proposal number and the offeror's name and address clearly indicated on the front of the envelope.** All proposals shall be completed in ink or typewritten. Offerors are strongly encouraged to carefully read the *entire* Request for Proposal Package.

### OFFER

To the City of Peoria: The undersigned on behalf of the entity, firm, company, partnership, or other legal entity listed below offers on its behalf to the City a proposal that contains all terms, conditions, specifications and amendments in the Notice of Request for Proposal issued by the City. Any exception to the terms contained in the Notice of Request for Proposal must be specifically indicated in writing and are subject to the approval of the City prior to acceptance. The signature below certifies your understanding and compliance with Paragraph 1 of the City of Peoria Standard Terms and Conditions (form COP 202) contained in the Request for Proposal package issued by the City.

For clarification of this offer contact:

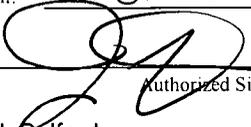
Telephone: 800-888-4478 Fax: 800-888-6319

Name: Jessica Adams

Email: sales@bwibooks.com

Book Wholesalers, Inc.

Company Name

  
Authorized Signature for Offer

1340 Ridgeview Drive

Address

Jack Belford

Printed Name

McHenry

IL

60050

Executive Director of Sales

City

State

Zip Code

Title

### ACCEPTANCE OF OFFER AND CONTRACT AWARD (For City of Peoria Use Only)

Your offer is accepted by the City, subject to approval of each written exception that your proposal contained. The contract consists of the following documents: 1.) Request for Proposal issued by the City; 2.) Your offer in Response to the City's Request for Proposal; 3.) This written acceptance and contract award.

As the contractor, you are now legally bound to sell the materials and/or services listed by the attached award notice, based on the solicitation of proposals, including all terms, conditions, specifications, amendments and your offer as now accepted by the City. The Contractor shall not commence any billable work or provide any material, service or construction under this contract until the Contractor receives an executed Purchase Order or written Notice to Proceed.

Attested by:

Wanda Nelson

Wanda Nelson, City Clerk



City Seal

CC: \_\_\_\_\_

Contract Number:

ACM 61011

Official File: \_\_\_\_\_

City of Peoria, Arizona.

Effective Date: 11-30-11

Approved as to form:

Stephen M. Kern  
Stephen M. Kern, City Attorney

Contract Awarded Date

November 29 2011

Dan Zenko  
Dan Zenko, Materials Management Supervisor

ORIGINAL





# REQUEST FOR PROPOSAL

## INSTRUCTIONS TO OFFEROR

### Materials Management Procurement

9875 N. 85<sup>th</sup> Ave., 2<sup>nd</sup> Fl.  
Peoria, Arizona 85345-6560  
Phone: (623) 773-7115  
Fax: (623) 773-7118

1. **PREPARATION OF PROPOSAL:**
  - a. All proposals shall be on the forms provided in this *Request For Proposal* package. It is permissible to copy these forms if required. Telegraphic (facsimile) or mailgram proposals will not be considered.
  - b. The Offer and Contract Award document (COP Form 203) shall be submitted with an original ink signature by a person authorized to sign the offer.
  - c. Erasures, interlineations, or other modifications in the proposal shall be initialed in original ink by the authorized person signing the Vendor Offer.
  - d. If price is a consideration and in case of error in the extension of prices in the proposal, the unit price shall govern. No proposal shall be altered, amended, or withdrawn after the specified proposal due date and time.
  - e. Periods of time, stated as a number of days, shall be calendar days.
  - f. It is the responsibility of all Offerors to examine the entire *Request For Proposal* package and seek clarification of any item or requirement that may not be clear and to check all responses for accuracy before submitting a bid. Negligence in preparing a Proposal confers no right of withdrawal after proposal due date and time.
2. **INQUIRIES:** Any question related to the *Request For Proposal* shall be directed to the Buyer whose name appears on the front. The Offeror shall not contact or ask questions of the department for which the requirement is being procured. Questions should be submitted in writing when time permits. The Buyer may require any and all questions be submitted in writing at the Buyer's sole discretion. Any correspondence related to a *Request For Proposal* should refer to the appropriate *Request For Proposal* number, page, and paragraph number. However, the Offeror shall not place the *Request For Proposal* number on the outside of any envelope containing questions since such an envelope may be identified as a sealed proposal and may not be opened until after the official *Request For Proposal* due date and time.
3. **PROSPECTIVE OFFERORS CONFERENCE:** A prospective offerors conference may be held. If scheduled, the date and time of this conference will be indicated within this document. The purpose of this conference will be to clarify the contents of this *Request For Proposal* in order to prevent any misunderstanding of the City's position. Any doubt as to the requirements of this *Request For Proposal* or any apparent omission or discrepancy should be presented to the City at this conference. The City will then determine if any action is necessary and may issue a written amendment to the *Request for Proposal*. Oral statements or instructions will not constitute an amendment to this *Request for Proposal*.
4. **LATE PROPOSALS:** Late Proposals will not be considered, except as provided by the **City of Peoria Procurement Code**. A vendor submitting a late proposal shall be so notified.
5. **WITHDRAWAL OF PROPOSAL:** At any time prior to the specified proposal due date and time, a Vendor (or designated representative) may withdraw the proposal. Telegraphic (facsimile) or mailgram proposal withdrawals will not be considered.
6. **AMENDMENT OF PROPOSAL:** Receipt of a Solicitation Amendment (COP Form 207) shall be acknowledged by signing and returning the document prior to the specified proposal due date and time.
7. **PAYMENT:** The City will make every effort to process payment for the purchase of goods or services within thirty (30) calendar days after receipt of goods or services and a correct notice of amount due, unless a good faith dispute exists as to any obligation to pay all or a portion of the account. Any proposal that requires payment in less than thirty (30) calendar days shall not be considered.
8. **NEW:** All items shall be new, unless otherwise stated in the specifications.
9. **DISCOUNTS:** Payment discount periods will be computed from the date of receipt of material/service or correct invoice, whichever is later, to the date Buyer's payment is mailed. Unless freight and other charges are itemized, any discount provided will be taken on full amount of invoice. Payment discounts of thirty (30) calendar days or more will be deducted from the proposal price in determining the low bid. However, the Buyer shall be entitled to take advantage of any payment discount offered by the Vendor provided payment is made within the discount period.
10. **TAXES:** The City of Peoria is exempt from Federal Excise Tax, including the Federal Transportation Tax. Sales tax, if any, shall be indicated as a separate item.
11. **VENDOR REGISTRATION:** After the award of a contract, the successful Vendor shall have a completed Vendor Registration Form (COP Form 200) on file with the City of Peoria Materials Management Division.
12. **AWARD OF CONTRACT:**
  - a. Unless the Offeror states otherwise, or unless provided within this *Request For Proposal*, the City reserves the right to award by individual line item, by group of line items, or as a total, whichever is deemed most advantageous to the City.
  - b. Notwithstanding any other provision of this *Request For Proposal*, The City expressly reserves the right to:
    - (1) Waive any immaterial defect or informality; or
    - (2) Reject any or all proposals, or portions thereof, or
    - (3) Reissue a *Request For Proposal*.
  - c. A response to a *Request For Proposal* is an offer to contract with the City based upon the terms, conditions and specifications contained in the City's *Request For Proposal* and the written amendments thereto, if any. Proposals do not become contracts unless and until they are accepted by the **City Council**. A contract is formed when written notice of award(s) is provided to the successful Offeror(s). The contract has its inception in the award document, eliminating a formal signing of a separate contract. For that reason, all of the terms and conditions of the procurement contract are contained in the *Request For Proposal*; unless modified by a Solicitation Amendment (COP Form 207) or a Contract Amendment (COP Form 217).





## STANDARD TERMS AND CONDITIONS

### Materials Management Procurement

9875 N. 85<sup>th</sup> Ave., 2<sup>nd</sup> Fl.  
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THE FOLLOWING TERMS AND CONDITIONS ARE AN EXPLICIT PART OF THE SOLICITATION AND ANY RESULTANT CONTRACT.

1. **CERTIFICATION:** By signature in the Offer section of the Offer and Contract Award page (COP Form 203), the Vendor certifies:
  - a. The submission of the offer did not involve collusion or other anti-competitive practices.
  - b. The Vendor shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246.
  - c. The Vendor has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip favor, or service to a public servant in connection with the submitted offer. Failure to sign the offer, or signing it with a false statement, shall void the submitted offer or any resulting contracts, and the vendor may be debarred.
2. **GRATUITIES:** The City may, by written notice to the Contractor, cancel this contract if it is found by the City that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Contractor or any agent or representative of the Contractor, to any officer or employee of the City with a view toward securing an order, securing favorable treatment with respect to the awarding, amending, or the making of any determinations with respect to the performing of such order. In the event this contract is cancelled by the City pursuant to this provision, the City shall be entitled, in addition to any other rights and remedies, to recover or withhold from the Contractor the amount of the gratuity. Paying the expense of normal business meals which are generally made available to all eligible city government customers shall not be prohibited by this paragraph.
3. **APPLICABLE LAW:** In the performance of this agreement, contractors shall abide by and conform to any and all laws of the United States, State of Arizona and City of Peoria including but not limited to federal and state executive orders providing for equal employment and procurement opportunities, the Federal Occupational Safety and Health Act and any other federal or state laws applicable to this agreement.

Contractor specifically understands and acknowledges the applicability to it of the Americans with Disabilities Act, the Immigration Reform and Control Act of 1986, and the Drug Free Workplace Act of 1989. In addition, if this agreement pertains to construction, Contractor must also comply with A.R.S. § 34-301, as amended (Employment of Aliens on Public Works Prohibited) and A.R.S. § 34-302, as amended (Residence Requirements for Employees).

Under the provisions of A.R.S. § 41-4401, Contractor hereby warrants to the City that Contractor and each of its subcontractors ("Subcontractors") will comply with, and are contractually obligated to comply with, all Federal immigration laws and regulations that relate to their employees and A.R.S. § 23-214(A) (hereinafter, "Contractor Immigration Warranty").

A breach of the Contractor Immigration Warranty shall constitute a material breach of this agreement and shall subject Contractor to penalties up to and including termination of this agreement at the sole discretion of the City. The City may, at its sole discretion, conduct random verification of the employment records of Contractor and any Subcontractors to ensure compliance with the Contractor Immigration Warranty. Contractor agrees to assist the City in regard to any random verifications performed.

Neither Contractor nor any Subcontractor shall be deemed to have materially breached the Contractor Immigration Warranty if Contractor or the Subcontractor establishes that it has complied with the employment verification provisions prescribed by §§ 274A and 274B of the Federal Immigration and Nationality Act and the E-Verify requirements prescribed by A.R.S. § 23-214(A).

The provisions of this Paragraph must be included in any contract Contractor enters into with any Subcontractors who provide services under this agreement or any subcontract. "Services" is defined as furnishing labor, time or effort in the State of Arizona by a contractor or subcontractor. Services include construction or maintenance of any structure, building or transportation facility or improvement to real property.

Contractor warrants, for the term of this agreement and for six months thereafter, that it has fully complied with the requirements of the Immigration Reform and Control Act of 1986 and all related or similar legal authorities.





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This contract shall be governed by the City and Contractor shall have all remedies afforded each by the Uniform Commercial Code, as adopted in the State of Arizona, except as otherwise provided in this contract or in statutes pertaining specifically to the City. This contract shall be governed by the laws of the State of Arizona and suit pertaining to this contract may be brought only in courts in the State of Arizona.

This contract is subject to the provisions of ARS §38-511; the City may cancel this contract without penalty or further obligations by the City or any of its departments or agencies if any person significantly involved in initiating, negotiating, securing, drafting or creating the contract on behalf of the City or any of its departments or agencies, is at any time while the contract or any extension of the contract is in effect, an employee of any other party to the contract in any capacity or a consultant to any other party of the contract with respect to the subject matter of the contract.

4. **LEGAL REMEDIES:** All claims and controversies shall be subject to resolution according to the terms of the City of Peoria Procurement Code.
5. **CONTRACT:** The contract between the City and the Contractor shall consist of (1) the Solicitation, including instructions, all terms and conditions, specifications, scopes of work, attachments, and any amendments thereto, and (2) the offer submitted by the Vendor in response to the solicitation. In the event of a conflict in language between the Solicitation and the Offer, the provisions and requirements in the Solicitation shall govern. However, the City reserves the right to clarify, in writing, any contractual terms with the concurrence of the Contractor, and such written contract shall govern in case of conflict with the applicable requirements stated in the Solicitation or the Vendor's offer. The Solicitation shall govern in all other matters not affected by the written contract.
6. **CONTRACT AMENDMENTS:** This contract may be modified only by a written Contract Amendment (COP Form 217) signed by persons duly authorized to enter into contracts on behalf of the City and the Contractor.
7. **CONTRACT APPLICABILITY:** The Offeror shall substantially conform to the terms, conditions, specifications and other requirements found within the text of this specific Solicitation. All previous agreements, contracts, or other documents, which have been executed between the Offeror and the City are not applicable to this Solicitation or any resultant contract.
8. **PROVISIONS REQUIRED BY LAW:** Each and every provision of law and any clause required by law to be in the contract will be read and enforced as though it were included herein, and if through mistake or otherwise any such provision is not inserted, or is not correctly inserted, then upon the application of either party, the contract will forthwith be physically amended to make such insertion or correction.
9. **SEVERABILITY:** The provisions of this contract are severable to the extent that any provision or application held to be invalid shall not affect any other provision or application of the contract which may remain in effect without the invalid provision or application.
10. **RELATIONSHIP TO PARTIES:** It is clearly understood that each party will act in its individual capacity and not as an agent, employee, partner, joint venturer, or associate of the other. An employee or agent of one party shall not be deemed or construed to be the employee or agent of the other for any purpose whatsoever. The Contractor is advised that taxes or Social Security payments will not be withheld from any City payments issued hereunder and that the Contractor should make arrangements to directly pay such expenses, if any.
11. **INTERPRETATION-PAROL EVIDENCE:** This contract represents the entire agreement of the Parties with respect to its subject matter, and all previous agreements, whether oral or written, entered into prior to this contract are hereby revoked and superseded by this contract. No representations, warranties, inducements or oral agreements have been made by any of the Parties except as expressly set forth herein, or in any other contemporaneous written agreement executed for the purposes of carrying out the provisions of this contract. This contract may not be changed, modified or rescinded except as provided for herein, absent a written agreement signed by both Parties. Any attempt at oral modification of this contract shall be void and of no effect.
12. **NO DELEGATION OR ASSIGNMENT:** Contractor shall not delegate any duty under this Contract, and no right or interest in this Contract shall be assigned by Contractor to any successor entity or third party, including but not limited to an affiliated successor or purchaser of Contractor or its assets, without prior written permission of the City. The City, at its





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option, may cancel this Contract in the event Contractor undertakes a delegation or assignment without first obtaining the City's written approval. Contractor agrees and acknowledges that it would not be unreasonable for the City to decline to approve a delegation or assignment that results in a material change to the services provided under this Contract or an increased cost to the City.

13. **SUBCONTRACTS:** No subcontract shall be entered into by the contractor with any other party to furnish any of the material, service or construction specified herein without the advance written approval of the City. The prime contractor shall itemize all sub-contractors which shall be utilized on the project. Any substitution of sub-contractors by the prime contractor shall be approved by the City and any cost savings will be reduced from the prime contractor's bid amount. All subcontracts shall comply with Federal and State laws and regulations which are applicable to the services covered by the subcontract and shall include all the terms and conditions set forth herein which shall apply with equal force to the subcontract and if the Subcontractor were the Contractor referred to herein. The Contractor is responsible for contract performance whether or not Subcontractors are used.
14. **RIGHTS AND REMEDIES:** No provision in this document or in the vendor's offer shall be construed, expressly or by implication, as waiver by the City of any existing or future right and/or remedy available by law in the event of any claim of default or breach of contract. The failure of the City to insist upon the strict performance of any term or condition of the contract or to exercise or delay the exercise of any right or remedy provided in the contract, or by law, or the City's acceptance of and payment for materials or services, shall not release the Contractor from any responsibilities or obligations imposed by this contract or by law, and shall not be deemed a waiver of any right of the City to insist upon the strict performance of the Contract.
15. **INDEMNIFICATION:** To the fullest extent permitted by law, the Contractor shall defend, indemnify and hold harmless the City, its agents, representatives, officers, directors, officials and employees from and against all claims, damages, losses and expenses (including but not limited to attorney fees, court costs, and the cost of appellate proceedings), relating to, arising out of, or alleged to have resulted from the acts, errors, mistakes, omissions, work or services of the Contractor, its employees, agents, or any tier of subcontractors in the performance of this Contract. Contractor's duty to defend, hold harmless and indemnify the City, its agents, representatives, officers, directors, officials and employees shall arise in connection with any claim, damage, loss or expense that is attributable to bodily injury, sickness, disease, death, or injury to, impairment, or destruction of property including loss of use resulting therefrom, caused by any acts, errors, mistakes, omissions, work or services in the performance of this Contract including any employee of the Contractor or any tier of subcontractor or any other person for whose acts, errors, mistakes, omissions, work or services the Contractor may be legally liable.

The amount and type of insurance coverage requirements set forth herein will in no way be construed as limiting the scope of the indemnity in this paragraph.

16. **OVERCHARGES BY ANTITRUST VIOLATIONS:** The City maintains that, in practice, overcharges resulting from antitrust violations are borne by the purchaser. Therefore, to the extent permitted by law, the Contractor hereby assigns to the City any and all claims for such overcharges as to the goods and services used to fulfill the Contract.
17. **FORCE MAJEURE:** Except for payment for sums due, neither party shall be liable to the other nor deemed in default under this Contract if and to the extent that such party's performance of this Contract is prevented by reason of force Majeure. The term "*force majeure*" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence. Without limiting the foregoing, force majeure includes acts of God; acts of the public enemy; war; acts of terror, hate crimes affecting public order; riots; strikes; mobilization; labor disputes; civil disorders; fire; floods; lockouts, injunctions-intervention-acts, or failures or refusals to act by government authority; events or obstacles resulting from a governmental authority's response to the foregoing; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this Contract.

Force majeure shall not include the following occurrences:





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- a. Late delivery of equipment or materials caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or similar occurrences.
- b. Late performance by a subcontractor unless the delay arises out of a force majeure occurrence in accordance with this Force Majeure term and Condition.

Any delay or failure in performance by either party hereto shall not constitute default hereunder or give rise to any claim for damages or loss of anticipated profits if, and to the extent that such delay or failure is caused by force majeure. If either party is delayed at any time in the progress of the work by force majeure, then the delayed party shall notify the other party in writing of such delay within forty-eight (48) hours commencement thereof and shall specify the causes of such delay in such notice. Such notice shall be hand delivered or mailed *Certified-Return Receipt* and shall make a specific reference to this article, thereby invoking its provisions. The delayed party shall cause such delay to cease as soon as practicable and shall notify the other party in writing. The time of completion shall be extended by contract modification for a period of time equal to the time that the results or effects of such delay prevent the delayed party from performing in accordance with this contract.

18. **RIGHT TO ASSURANCE:** Whenever one party to this contract in good faith has reason to question the other party's intent to perform he may demand that the other party give a written assurance of this intent to perform. In the event that a demand is made and no written assurance is given within five (5) days, the demanding party may treat this failure as an anticipatory repudiation of the Contract.
19. **RIGHT TO AUDIT RECORDS:** The City may, at reasonable times and places, audit the books and records of any Contractor as related to any contract held with the City. This right to audit also empowers the City to inspect the papers of any Contractor or Subcontractor employee who works on this contract to ensure that the Contractor or Subcontractor is complying with the Contractor Immigration Warranty made pursuant to Paragraph 3 above.
20. **RIGHT TO INSPECT PLANT:** The City may, at reasonable times, inspect the part of the plant or place of business of a Contractor or Subcontractor which is related to the performance of any contract as awarded or to be awarded.
21. **WARRANTIES:** Contractor warrants that all material, service or construction delivered under this contract shall conform to the specifications of this contract. Unless otherwise stated in Contractor's response, the City is responsible for selecting items, their use, and the results obtained from any other items used with the items furnished under this contract. Mere receipt of shipment of the material/service specified and any inspection incidental thereto by the City shall not alter or affect the obligations of the Contractor or the rights of the City under the foregoing warranties. Additional warranty requirements may be set forth in the solicitation.
22. **INSPECTION:** All material and/or services are subject to final inspection and acceptance by the City. Materials and/or services failing to conform to the specifications of this Contract will be held at Contractor's risk and may be returned to the Contractor. If so returned, all costs are the responsibility of the Contractor. The City may elect to do any or all:
  - a. Waive the non-conformance.
  - b. Stop the work immediately.
  - c. Bring material into compliance.This shall be accomplished by a written determination for the City.
23. **TITLE AND RISK OF LOSS:** The title and risk of loss of material and/or service shall not pass to the City until the City actually receives the material or service at the point of delivery, unless otherwise provided within this Contract.
24. **NO REPLACEMENT OF DEFECTIVE TENDER:** Every tender of materials shall fully comply with all provisions of the Contract. If a tender is made which does not fully conform, this shall constitute a breach of the Contract as a whole.
25. **DEFAULT IN ONE INSTALLMENT TO CONSTITUTE TOTAL BREACH:** Contractor shall deliver conforming materials in each installment of lot of this Contract and may not substitute nonconforming materials. Delivery of nonconforming materials or a default of any nature, at the option of the City, shall constitute a breach of the Contract as a whole.





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26. **SHIPMENT UNDER RESERVATION PROHIBITED:** Contractor is not authorized to ship materials under reservation and no tender of a bill of lading will operate as a tender of the materials.
27. **LIENS:** All materials, service or construction shall be free of all liens, and if the City requests, a formal release of all liens shall be delivered to the City.
28. **LICENSES:** Contractor shall maintain in current status all Federal, State and Local licenses and permits required for the operation of the business conducted by the Contractor as applicable to this Contract.
29. **PATENTS AND COPYRIGHTS:** All services, information, computer program elements, reports and other deliverables, which may be patented or copyrighted and created under this contract are the property of the City and shall not be used or released by the Contractor or any other person except with the prior written permission of the City.
30. **PREPARATION OF SPECIFICATIONS BY PERSONS OTHER THAN CITY PERSONNEL:** All specifications shall seek to promote overall economy for the purposes intended and encourage competition and not be unduly restrictive in satisfying the City's needs. No person preparing specifications shall receive any direct or indirect benefit from the utilization of specifications, other than fees paid for the preparation of specifications.
31. **COST OF BID/PROPOSAL PREPARATION:** The City shall not reimburse the cost of developing presenting or providing any response to this solicitation. Offers submitted for consideration should be prepared simply and economically, providing adequate information in a straightforward and concise manner.
32. **PUBLIC RECORD:** All offers submitted in response to this solicitation shall become the property of the City and shall become a matter of public record available for review, subsequent to the award notification, in accordance with the City's Procurement Code. However, subsequent to the award of the contract, any information and documents obtained by the City during the course of an audit conducted in accordance with Paragraph 19 above for the purpose of determining compliance by Contractor or a Subcontractor with the Contractor Immigration Warranty mandated by Paragraph 3 above shall remain confidential and shall not be made available for public review or produced in response to a public records request, unless the City is ordered or otherwise directed to do so by a court of competent jurisdiction.
33. **ADVERTISING:** Contractor shall not advertise or publish information concerning this Contract, without prior written consent of the City.
34. **DELIVERY ORDERS:** The City shall issue a Purchase Order for the material and/or services covered by this contract. All such documents shall reference the contract number as indicated on the Offer and Contract Award (COP Form 203).
35. **FUNDING:** Any contract entered into by the City of Peoria is subject to funding availability. Fiscal years for the City of Peoria are July 1 to June 30. The City Council approves all budget requests. If a specific funding request is not approved, the contract shall be terminated.
36. **PAYMENT:** A separate invoice shall be issued for each shipment of material or service performed, and no payment will be issued prior to receipt of material and/or services and correct invoice.
37. **PROHIBITED LOBBYING ACTIVITIES:** The Offeror, his/her agent or representative shall not contact, orally or in any written form any City elected official or any City employee other than the Materials Management Division, the procuring department, City Manager, Deputy City Manager or City Attorney's office (for legal issues only) regarding the contents of this solicitation or the solicitation process commencing from receipt of a copy of this request for proposals and ending upon submission of a staff report for placement on a City Council agenda. The Materials Manager shall disqualify an Offeror's proposal for violation of this provision. This provision shall not prohibit an Offeror from petitioning an elected official after submission of a staff report for placement on a City Council agenda or engaging in any other protected first amendment activity after submission of a staff report for placement on a City Council agenda.
38. **PROHIBITED POLITICAL CONTRIBUTIONS:** Consultant during the term of this Agreement shall not make a contribution reportable under Title 16, Chapter 6, Article 1, Arizona Revised Statutes to a candidate or candidate committee for any city elective office during the term of this Agreement. The City reserves the right to terminate the Agreement without penalty for any violation of this provision.





## SPECIAL TERMS AND CONDITIONS

Solicitation Number: P12-0016

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1. **Purpose:** Pursuant to provisions of the City Procurement Code, the City of Peoria, Materials Management Division intends to establish a contract for **Library Materials**.
2. **Authority:** This Solicitation as well as any resultant contract is issued under the authority of the City. No alteration of any resultant contract may be made without the express written approval of the City Materials Manager in the form of an official contract amendment. Any attempt to alter any contract without such approval is a violation of the contract and the City Procurement Code. Any such action is subject to the legal and contractual remedies available to the City inclusive of, but not limited to, contract cancellation, suspension and/or debarment of the contractor.
3. **Offer Acceptance Period:** In order to allow for an adequate evaluation, the City requires an offer in response to this Solicitation to be valid and irrevocable for ninety (90) days after the opening time and date.
4. **Eligible Agencies:** Any contract resulting from this Solicitation shall be for the use of all City of Peoria departments, agencies and boards.
5. **Cooperative Purchasing:** Any contract resulting from this solicitation shall be for the use of the City of Peoria. In addition, specific eligible political subdivisions and nonprofit educational or public health institutions may also participate at their discretion. In order to participate in any resultant contract, a political subdivision or nonprofit educational or public health institution must have been invited to participate in this specific solicitation and the contractor must be in agreement with the cooperative transaction. In addition to cooperative purchasing, any eligible agency may elect to participate (piggyback) on any resultant contract; the specific eligible political subdivision, nonprofit educational or public health institution and the contractor must be in agreement.  
  
Any orders placed to the successful contractor will be placed by the specific agencies participating in this purchase. Payment for purchases made under this agreement will be the sole responsibility of each participating agency. The City shall not be responsible for any disputes arising out of transactions made by others.
6. **Contract Type:** Fixed Price Term Indefinite Quantity
7. **Term of Contract:** The term of any resultant contract shall commence on the first day of the month following the date of award and shall continue for a period of one (1) year thereafter, unless terminated, cancelled or extended as otherwise provided herein.
8. **Contract Extension:** By mutual written contract amendment, any resultant contract may be extended for supplemental periods of up to a maximum of forty-eight (48) months.
9. **Affirmative Action Report:** It is the policy of the City of Peoria that suppliers of goods or services to the City adhere to a policy of equal employment opportunity and demonstrate an affirmative effort to recruit, hire, and promote regardless of race, color, religion, gender, national origin, age or disability. The City of Peoria encourages diverse suppliers to respond to solicitations for products or services.
10. **Proposal Format & Submittal Requirements:** See **Pages 17-18** for Proposal Format and Submittal Requirements for this solicitation.
11. **Evaluation:** In accordance with the City of Peoria Procurement Code, awards shall be made to the responsible offeror whose proposal is determined in writing to be the most advantageous to the City, based upon the evaluation criteria listed below. The evaluation factors are listed in their relative order of importance.
  - a. Vendor's capabilities, products, and City's requirements
  - b. Discount Percentage
  - c. Compliance to or deviations from scope of work specifications
  - d. Vendor References
  - e. Conformance to Request for Proposals.

The City reserves the right to consider historic information and facts, whether gained from the Offeror's proposal, questions and answer conferences, references, or other source and the views of the evaluator(s) with prior Contract or service delivery experience with any of the Offerors, while conducting the proposal evaluations.





## SPECIAL TERMS AND CONDITIONS

Solicitation Number: P12-0016

Materials Management  
Procurement  
9875 N. 85<sup>th</sup> Ave., 2<sup>nd</sup> Fl.  
Peoria, Arizona 85345-6560  
Phone: (623) 773-7115  
Fax: (623) 773-7118

12. **Proposal Opening:** Proposals shall be submitted at the time and place designated in the request for proposals. All information contained in the proposals shall be deemed as exempt from public disclosure based on the City's need to avoid disclosure of contents prejudicial to competing offerors during the process of negotiation. The proposals shall not be open for public inspection until after contract award. PRICES SHALL NOT BE READ. After contract award, the successful proposal and the evaluation documentation shall be open for public inspection.
13. **Discussions:** In accordance with the City of Peoria Procurement Code, after the initial receipt of proposals, discussions may be conducted with offerors who submit proposals determined to be reasonably susceptible of being selected for award.
14. **Interview Guidelines:** During any requested interview, which would be scheduled in the future, be prepared to discuss your firm's proposal, staff assignments, project approach and other pertinent information. The presentation shall be approximately 30 minutes, allowing 15 minutes for a question and answer session. The Consultant's Project/Team Manager shall lead the presentation team and answer questions on behalf of the Consultant. If work involves a major sub-consultant, the firms Project/Team Manager's presence may also be requested (by the City) at the interview.
15. **Price Adjustment:** The City of Peoria Purchasing Office will review fully documented requests for price increases after any contract has been in effect for one (1) year. Any price increase adjustment will only be made at the time of contract extension and will be a factor in the extension review process. The City of Peoria Materials Management Division will determine whether the requested price increase or an alternate option, is in the best interest of the City. Any price adjustment will be effective upon the effective date of the contract extension.
16. **Price Reduction:** A price reduction adjustment may be offered at any time during the term of a contract and shall become effective upon notice.
17. **Performance Warranty:** Contractor warrants that the services rendered in performance will conform to the requirements and to the highest professional standards in the engineering field.
18. **Inspection:** All work shall be subject to inspection, surveillance, and test by the City at reasonable times during the performance. The Contractor shall provide and maintain an inspection system which is acceptable to the City.
19. **Investigation of Conditions:** The Contractor warrants and agrees familiarity of the work that is required, is satisfied as to the conditions under which is performed and enters into this contract based upon the Contractor's own investigation.
20. **Acceptance:** Determination of the acceptability of work shall be completed in a responsive and professional manner and in accordance with the specifications, schedules, or plans which are incorporated in the Scope of Work.
21. **Payments:** The City shall pay the Contractor monthly, based upon work performed and completion to date, and upon submission of invoices. All invoices shall document and itemize all work completed to date. The invoice statement shall include a record of time expended and work performed in sufficient detail to justify payment.
22. **Shipping Terms:** Prices shall be F.O.B. Destination to the delivery location designated herein. Contractor shall retain title and control of all goods until they are delivered and the contract of coverage has been completed. All risk of transportation and all related charges shall be the responsibility of the contractor. All claims for visible or concealed damage shall be filed by the contractor. The City will notify the contractor promptly of any damaged goods and shall assist the contractor in arranging for inspection.
23. **Independent Contractor:**
  - a. General
    - i. The Contractor acknowledges that all services provided under this Agreement are being provided by him as an independent contractor, not as an employee or agent of the City Manager or the City of Peoria.
    - ii. Both parties agree that this Agreement is nonexclusive and that Contractor is not prohibited from entering into other contracts nor prohibited from practicing his profession elsewhere.
  - b. Liability





## SPECIAL TERMS AND CONDITIONS

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- i. The City of Peoria shall not be liable for any acts of Contractor outside the scope of authority granted under this Agreement or as the result of Contractor's acts, errors, misconduct, negligence, omissions and intentional acts.
- ii. To the fullest extent permitted by law, the Contractor shall defend, indemnify and hold harmless the City, its agents, representatives, officers, directors, officials and employees from and against all claims, damages, losses and expenses (including but not limited to attorney fees, court costs, and the cost of appellate proceedings), relating to, arising out of, or alleged to have resulted from the acts, errors, mistakes, omissions, work or services of the Contractor, its employees, agents, or any tier of subcontractors in the performance of this Contract. Contractor's duty to defend, hold harmless and indemnify the City, its agents, representatives, officers, directors, officials and employees shall arise in connection with any claim, damage, loss or expense that is attributable to bodily injury, sickness, disease, death, or injury to, impairment, or destruction of property including loss of use resulting therefrom, caused by any acts, errors, mistakes, omissions, work or services in the performance of this Contract including any employee of the Contractor or any tier of subcontractor or any other person for whose acts, errors, mistakes, omissions, work or services the Contractor may be legally liable.

The amount and type of insurance coverage requirements set forth herein will in no way be construed as limiting the scope of the indemnity in this paragraph.

c. **Other Benefits**

The Contractor is an independent contractor, therefore, the City Manager will not provide the Contractor with health insurance, life insurance, workmen's compensation, sick leave, vacation leave, or any other fringe benefits. Further, Contractor acknowledges that he is exempt from coverage of the Comprehensive Benefit and Retirement Act (COBRA). Any such fringe benefits shall be the sole responsibility of Contractor.

24. **Key Personnel:** It is essential that the Contractor provide adequate experienced personnel, capable of and devoted to the successful accomplishment of work to be performed under this contract. The Contractor must agree to assign specific individuals to the key positions.
- a. The Contractor agrees that, once assigned to work under this contract, key personnel shall not be removed or replaced without written notice to the City.
  - b. If key personnel are not available for work under this contract for a continuous period exceeding 30 calendar days, or are expected to devote substantially less effort to the work than initially anticipated, the Contractor shall immediately notify the City, and shall, subject to the concurrence of the City, replace such personnel with personnel of substantially equal ability and qualifications.
25. **Estimated Quantities:** The City anticipates considerable activity resulting from contracts that will be awarded as a result of this solicitation; however, no commitment of any kind is made concerning quantities actually acquired and that fact should be taken into consideration by each potential contractor.
26. **Confidential Information:**
- a. If a person believes that a bid, proposal, offer, specification, or protest contains information that should be withheld, a statement advising the Materials Supervisor of this fact shall accompany the submission and the information shall be identified.
  - b. The information identified by the person as confidential shall not be disclosed until the Materials Supervisor makes a written determination.
  - c. The Materials Supervisor shall review the statement and information and shall determine in writing whether the information shall be withheld.
  - d. If the Materials Supervisor determines to disclose the information, the Materials Supervisor shall inform the bidder in writing of such determination.
27. **Confidentiality of Records:** The contractor shall establish and maintain procedures and controls that are acceptable to the City for the purpose of assuring that information contained in its records or obtained from the City or from others in carrying





## SPECIAL TERMS AND CONDITIONS

Solicitation Number: P12-0016

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out its functions under the contract shall not be used or disclosed by it, its agents, officers, or employees, except as required to efficiently perform duties under the contract. Persons requesting such information should be referred to the City. Contractor also agrees that any information pertaining to individual persons shall not be divulged other than to employees or officers of contractor as needed for the performance of duties under the contract.

28. **Multiple Awards:** In order to assure that any ensuing contracts will allow the City to fulfill current and future requirements, the City reserves the right to award contracts to multiple companies. The actual utilization of any contract will be at the sole discretion of the City. The fact that the City may make multiple awards should be taken into consideration by each potential contractor.
29. **Identity Theft Prevention:** The Contractor shall establish and maintain Identity Theft policies, procedures and controls for the purpose of assuring that "personal identifying information," as defined by A.R.S. § 13-2001(10), as amended, contained in its records or obtained from the City or from others in carrying out its responsibilities under the Contract, is protected at all times and shall not be used by or disclosed to unauthorized persons. Persons requesting such information should be referred to the City. Contractor also agrees that any "personal identifying information" shall not be disclosed other than to employees or officers of Contractor as needed for the performance of duties under the Contract. Contractor agrees to maintain reasonable policies and procedures designed to detect, prevent and mitigate the risk of identity theft. Contractor is required under this contract to review the City of Peoria's Identity Theft Program and to report to the Program Administrator any Red Flags as defined within that program. At a minimum, the contractor will have the following Identity Theft procedures in place:
- Solicit and retain only the "personal identifying information" minimally necessary for business purposes related to performance of the Contract.
  - Ensure that any website used in the performance of the contract is secure. If a website that is not secure is to be used, the City shall be notified in advance before any information is posted. The City reserves the right to restrict the use of any non-secure websites under this contract.
  - Ensure complete and secure destruction of any and all paper documents and computer files at the end of the contracts retention requirements.
  - Ensure that office computers are password protected and that computer screens lock after a set period of time.
  - Ensure that offices and workspaces containing customer information are secure.
  - Ensure that computer virus protection is up to date
30. **Ordering Process:** Upon award of a contract by the City of Peoria, Materials Management Division may procure the specific material and/or service awarded by the issuance of a purchase order to the appropriate contractor. The award of a contract shall be in accordance with the City of Peoria Procurement Code and all transactions and procedures required by the Code for public bidding have been complied with. A purchase order for the awarded material and/or service that cites the correct contract number is the only document required for the department to order and the contractor to deliver the material and/or service.
- Any attempt to represent any material and/or service not specifically awarded as being under contract with the City of Peoria is a violation of the contract and the City of Peoria Procurement Code. Any such action is subject to the legal and contractual remedies available to the City inclusive of, but not limited to, contract cancellation, suspension and/or debarment of the contractor.
31. **Billing:** All billing notices to the City shall identify the specific item(s) being billed and the purchase order number. Items are to be identified by the name, model number, and/or serial number most applicable. Any purchase/delivery order issued by the requesting agency shall refer to the contract number resulting from this solicitation.
32. **Licenses:** Contractor shall maintain in current status all Federal, State and Local licenses and permits required for the operation of the business conducted by the Contractor.





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33. **Cancellation:** The City reserves the right to cancel the whole or any part of this contract due to failure by the contractor to carry out any obligation, term or condition of the contract. The City will issue written notice to the contractor for acting or failing to act as in any of the following:

- a. The contractor provides material that does not meet the specifications of the contract;
- b. The contractor fails to adequately perform the services set forth in the specifications of the contract;
- c. The contractor fails to complete the work required or to furnish the materials required within the time stipulated in the contract;
- d. The contractor fails to make progress in the performance of the contract and/or gives the City reason to believe that the contractor will not or cannot perform to the requirements of the contract.

Upon receipt of the written notice of concern, the contractor shall have ten (10) days to provide a satisfactory response to the City. Failure on the part of the contractor to adequately address all issues of concern may result in the City resorting to any single or combination of the following remedies:

- a. Cancel any contract;
- b. Reserve all rights or claims to damage for breach of any covenants of the contract;
- c. Perform any test or analysis on materials for compliance with the specifications of the contract. If the results of any test or analysis find a material non-compliant with the specifications, the actual expense of testing shall be borne by the contractor;
- d. In case of default, the City reserves the right to purchase materials, or to complete the required work in accordance with the City Procurement Code. The City may recover any actual excess costs from the contractor by:
  - i. Deduction from an unpaid balance;
  - ii. Any combination of the above or any other remedies as provided by law.

34. **Project Travel Reimbursable Expenses:** If travel expenses are allowed as part of the contract the reimbursable expenses will be as follows. All expenses will be billed to the City at cost without markup. Copies of bills for expenses are to be submitted with the invoice. Travel time to and from job site is excluded from this contract. There will be no allowances for parking or personal car mileage. No incidentals for travel of any kind are allowed under this contract.

The following is a list of allowable travel expenses under this contract agreement:

- a. Transportation:
  - i. Air Transportation – coach class fares, minimum 14 days advanced purchase, unless otherwise agreed upon.
  - ii. Car Rental – mid size car, gas for rental car (City assumes no liability regarding additional insurance costs).
- b. Lodging and Meals:
  - i. Meals – three meals per day, at the current federal per diem rate for Maricopa County.
  - ii. Lodging – not to exceed the current federal rate for Maricopa County. Vendors are encouraged to stay in hotels located within the City of Peoria when practical. A listing of accommodations within Peoria can be found on the following website: <http://visitpeoriaaz.com/accommodations.php>





## SCOPE OF WORK

Solicitation Number: P12-0016

### Materials Management Procurement

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## Scope of Work City of Peoria Library Materials

The City of Peoria desires to contract with a qualified and experienced vendor or vendors to provide quality printed and nonprint library materials. Services are sought for the Peoria Main Library and the Sunrise Mountain Branch Library.

Offerors should respond to as many areas in the scope of work as possible. If a vendor doesn't provide a particular product line, please "deviate" or "no bid" that item. The City of Peoria will consider all offers. However, vendors with the ability to supply multiple product lines are preferred. Offerors shall indicate pricing as a percent discount off List Price.

The scope of work and minimum specifications define the quality and characteristics of the desired materials and application. They are based upon specifications for known acceptable manufacturers, processes, materials and/or brands. They are not intended to be exclusive or restrictive.

For Fiscal Year 2012, Peoria Public Library budgeted \$280,379.00 for Library Materials and plans to spend 100% of it. This information is provided as an aid to vendors in preparing proposals only. It is not to be considered a guarantee of volume under this RFP. The successful offeror(s)' discount and pricing schedule shall apply regardless of the volume of business under contract. The City of Peoria does not guarantee any quantity of orders.

### 1. Requirements:

- a. All books must be new and unmarked
- b. Periodicals, including but not limited to magazines, journals and foreign imprints are excluded from this solicitation.
- c. Contractor must guarantee complete satisfaction with materials delivered under the contract. Contract vendor shall accept return, shipping prepaid by contract vendor, of any material found to be unacceptable.
- d. Contract vendor shall provide a broad range of library books and media that will support the educational and library programs of the City of Peoria.
- e. Special Promotions available to Contractor's other clients shall also be extended to the City of Peoria.
- f. Contract vendor shall maintain a reasonable stock on hand of the books and media offered in order to ensure quick delivery.
- g. Contract vendor shall maintain a catalog or listing of materials. Catalog or listing shall include title, edition, ISBN, price, and other information pertinent to ordering library books and media.
- h. Contract vendor shall deliver materials promptly. The City of Peoria prefers that materials be delivered from stock. ***Backorders will be permitted only upon approval from the member.***





## SCOPE OF WORK

Solicitation Number: **P12-0016**

### Materials Management Procurement

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- i. Rush delivery may be offered. "Rush" is defined as "overnight" (24-hour) delivery. Any additional charge for rush delivery shall be indicated in the offeror's proposal.
- j. Contract vendor shall maintain an error rate of two percent (2%) or less in filling orders, following a sixty (60) day familiarity period.
- k. Libraries in the State of Arizona are exempt from Arizona Transaction Privilege Tax (State Sales Tax) and Arizona use Tax on the purchase of books, electronic information and audio/visual materials. Arizona contract vendors may only charge an applicable local transaction privilege tax (city sales tax).
- l. Multiple contracts may be awarded. The City of Peoria has the right to choose the contractor that best meets their requirements for any purchase.
- m. Leasing may be included in this request for proposal.

### 2. Scope of Work and Specifications

Offerors will respond to each numbered item by checking the appropriate "Comply" or "Deviate" box. "No Bid" items shall be marked as such in the appropriate "Deviate" box. Details for deviations will be listed by item number and attached to the proposal.

	Requirement	Comply	Deviate*
<b>2.1</b>	<b>General Requirements</b>		
2.1.01	The minimum single order requirement shall be one book or one unit.	X	
2.1.02	Contract vendor shall provide small single copy orders, upon request.	X	
2.1.03	Contract vendor shall provide large quantities of single titles and/or multiple titles, when requested.	X	
2.1.04	Contract vendor shall repair or replace with no obligation to the Library, any item with a defect that occurs during the warranty period, except where it is shown that the defect was caused by misuse and not by faulty manufacture.	X	
2.1.05	Individual videos, CDs and DVDs that become damaged and/or are defective in the first twelve (12) months after receipt date shall be replaced free of charge to the Library.	X	
2.1.06	Substitutions and/or additions of titles or editions to orders shall <b>not</b> be permitted without written authorization from the ordering library staff. All unauthorized substitutions and/or additions will be returned to the contract vendor at contract vendor's expense.	X	
2.1.07	To aid in payment processing, invoices shall include, but are not limited to the following information: "Bill to" name and address, "Ship to" name and address, City of Peoria purchase order number, title/author, quantity, list price, % of discount, discounted cost and total cost for quantity purchased.	X	





## SCOPE OF WORK

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	Requirement		Comply	Deviate*
<b>2.2</b>	<b>Ordering</b>			
2.2.01	Within 60 days after contract commences, each contract vendor shall strive to maintain an average fill rate of 95 percent within 30 days from date of order for current U.S. imprint items. Line items that are reordered, back-ordered, or partially filled are not considered filled.		X	
2.2.02	Orders not filled and partials shall be reported to the ordering library member. Wherever possible, the contract vendor shall inform library staff of the availability date of non-filled and partial orders within 30 days after receipt of order. Failure to maintain acceptable fill rates for library materials may result in the contract cancellation.		X	
2.2.03	It is preferred that the electronic ordering system shall allow library staff to enter orders and shall have full order inquiry capabilities.		X	
2.2.04	It is preferred the contract vendor shall provide order system software and training guides/manuals at no additional cost to all library staff members choosing to place orders electronically, if applicable. Samples of software and training guide/manuals may be required at no cost.		X	
2.2.05	It is preferred the contract vendor provide a toll-free telephone support and assistance at no extra charge to all library staff members interested in ordering electronically.		X	
2.2.06	Contract vendors are encouraged to provide web-based information on their products, services, marketing information, electronic ordering, etc.		X	
<b>2.3</b>	<b>Shipping</b>			
2.3.01	Library Staff shall have the option to indicate whether partial orders are to be shipped as available or held for completion. Unless the staff member authorizes partial shipments, contract vendor shall furnish the total number of copies of any individual title in one shipment and fill orders for multi-volume sets in one shipment.		X	
2.3.02	Contract vendor shall advise ordering member by email any product not in stock, and/or any product out of print. (It is preferred, when reporting products temporarily out of stock, contract vendor shall, if possible advise the library of the anticipated delivery date.)			X
2.3.03	Contract vendor cancellation of orders in part or whole for materials not available, out of stock, out of print, and/or not yet published will be made by means of appropriate notations and adjustments on orders returned to the library. Contract vendors will make no shipments of cancelled materials except on the basis of a new order from the Library		X	





## SCOPE OF WORK

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	Requirement		Comply	Deviate*
2.3.04	Contract vendor shall check all shipments for accuracy and completeness, and shall maintain a minimum 98% rate for accuracy (i.e. books shipped represent the order received) and completeness (i.e. books appearing on the packing slip are shipped) throughout the life of the contract.		X	
2.3.05	A statement must be provided with the first shipment and shall include a listing of unavailable products, out of print titles, titles out of stock indefinitely, titles out of stock temporarily, and titles not to be supplied for other reasons. This information may be included on the packing slip or invoice.		X	
<b>2.4</b>	<b>Bindings</b>			
2.4.01	Bindings shall meet or exceed requirements established by the American Library Association (ALA) and Library Binding Institute (LBI), where applicable.		X	
2.4.02	Cloth bindings for hardcover publications shall be the publisher's standard binding.		X	
2.4.03	Library bindings for hardcover publications shall be reinforced and include reinforced juvenile publications.		X	
<b>2.5</b>	<b>Other</b>			
2.5.01	Other printed and nonprinted library materials requested but not limited to: DVDs, VHS, audio books, dictionaries, thesauri, teacher resource guides, maps, educational wall charts, and quizzes for reading programs.		X	

**\* Deviations must be listed and attached to the proposal**

2.3.02 Order Management available via TitleTales will provide reports of Out of Print and Out of Stock, as well as anticipated delivery dates.





## SUBMITTAL REQUIREMENTS

Solicitation Number: P12-0016

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**I. Proposal Format:** Proposals shall be submitted in one (1) original and five (5) copies on the forms and in the format as contained in the Request for Proposal. Proposals shall be on 8 1/2" & 11" paper with the text on one side only. All submittal information must contain data for only the office(s) which will be performing the work.

**II. Proposal Content:**

- a. Proposal Content - the following items shall be addressed in the proposal submission.
  - i. Firm Capabilities in providing services and products requested.
  - ii. Indication of compliance or deviation to the Scope of Work Specifications
  - iii. Offered discount percentage
  - iv. Inventory and speed of delivery
  - v. References from Similar Services completed within the last five (5) years.

**III. Evaluation:** In accordance with the City of Peoria Procurement Code, awards shall be made to the responsible offeror(s) whose proposal is determined in writing to be advantageous to the City, based upon the evaluation criteria listed below. The evaluation factors are listed in their relative order of importance.

- a. Vendor's capabilities, products, and City's requirements
- b. Discount Percentage
- c. Compliance to or deviations from scope of work specifications
- d. Vendor References
- e. Conformance to Request for Proposals.

The City reserves the right to consider historic information and facts, whether gained from the Offeror's proposal, questions and answer conferences, references, or other source and the views of the evaluator(s) with prior Contract or service delivery experience with any of the Offerors, while conducting the proposal evaluations.

**IV. Proposal Due Date and Contact Information:**

**Proposals are due no later than 5:00 P.M. on October 26, 2011.**

Proposals shall be submitted in one (1) original and five (5) copies and shall be delivered to:

City of Peoria  
Materials Management  
9875 N. 85<sup>th</sup> Avenue, 2<sup>nd</sup> Floor  
Peoria, Arizona 85345





## SUBMITTAL REQUIREMENTS

Solicitation Number: P12-0016

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Proposals must be submitted in a sealed envelope or package with the solicitation number and the Offeror's name and address clearly indicated on the envelope or package as shown below:

Company Name  
Company Address  
RFP#: P12-0016, Library Materials

All questions regarding this RFP should be in writing and directed to Christine Finney, Buyer via E-mail at [Christine.Finney@PeoriaAZ.gov](mailto:Christine.Finney@PeoriaAZ.gov) or Fax at (623) 773-7118.

**Contact with City staff, other than the designated contact person indicated in the RFP, regarding this solicitation is strictly prohibited during the proposal process.**





# QUESTIONNAIRE

Solicitation Number: P12-0016

## Materials Management Procurement

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Please list a minimum of three (3) owner references from similar projects whom the Materials Management Division may contact:

1. Company: Scottsdale Public Library  
 Contact: Dana Braccia Phone: 480-312-7949  
 Address: 3839 N. Drinkwater Blvd. / Scottsdale, AZ. 85251  
 Description of Work: Library Materials  
 Annual Value: Over \$100,000 Annually
  
2. Company: Flagstaff Public Library  
 Contact: Molly Sadler Phone: 928-779-7685  
 Address: 300 West Aspen Ave. / Flagstaff, AZ. 86001  
 Description of Work: Library Materials  
 Annual Value: Over \$50,000 Annually
  
3. Company: Lee County  
 Contact: Deb Czarnik Phone: 239-461-7317  
 Address: 881 Gunnery Rd, Suite 2 / Leigh Acres, FL 33971  
 Description of Work: Library Materials  
 Annual Value: Over \$100,000 Annually





## QUESTIONNAIRE

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Has your firm been certified by any jurisdiction in Arizona as a minority or woman owned business enterprise? Yes \_\_\_\_\_, No  \_\_\_\_\_.

If yes, please provide details and documentation of the certification.



*Public Library Specialists*

**BWI**

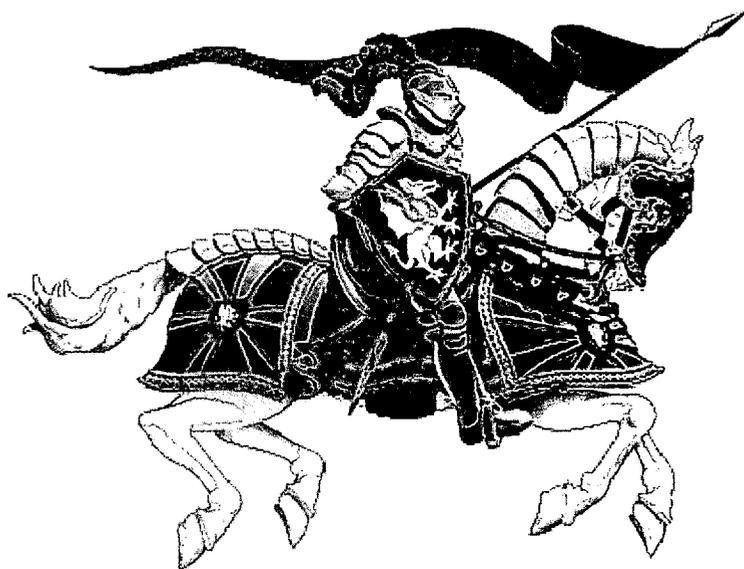
A FOLLETT CORPORATION COMPANY

 ORIGINAL

# *City of Peoria*

*RFP: P12-0016 Library Materials*

Due: October 26, 2011 at 5:00 pm



*Always At Your Service*

ORIGINAL

October 24, 2011

City of Peoria  
Materials Management  
9875 N. 85<sup>th</sup> Avenue, 2<sup>nd</sup> Floor  
Peoria, AZ 85345

**Bid: P12-0016 Library Materials**  
**Due: October 26, 2011 at 5:00 P.M.**

Dear City of Peoria:

Thank you for inviting Book Wholesalers, Inc. (BWI) to submit a response to your request for a proposal. BWI's goal is to be your trusted partner in educating and entertaining the children, teens and adults of your community. As you read through our proposal, we hope you will keep in mind that unlike other companies, BWI's only focus is public libraries. This means we are uniquely qualified to provide the key components you need when serving your patrons of all ages.

We provide the highest quality books, audiovisual materials, digital materials, value-added services, and personalized attention to assist you in making your library the epicenter of your community.

As a BWI customer, Peoria will enjoy unlimited access to our complimentary website, [www.titletales.com](http://www.titletales.com), where you'll find the professional level of collection development and acquisition support you require, including timely, topical lists your patrons are interested in, early notification of upcoming releases, author interviews and professional insights, and product reviews from our in-house librarians. In addition, BWI offers a full range of value-added Legendary Library Services including collection development plans and assistance, project management support, focused bibliographies, online ordering, customized cataloging, individualized processing, and more.

BWI's goal is to exceed customer expectations for accuracy of service and speed of delivery. With over 20 years of experience in fulfilling the needs of public libraries throughout the United States, we are confident that we can perform to your satisfaction. At BWI, our commitment to our customers is that we will supply you with the products you need when you need them, and customize them the way you want them.

If you find that you require additional information for your proposal, or have any questions regarding our response, please contact our Bid Administrator, Jessica Adams, at 800.888.4478 ext. 6234.

Sincerely,



Jack Belford  
Executive Director of Sales





## i. Firm Capabilities in providing services and products requested

At BWI, we believe that who you work with is just as important as the products we provide. We are committed to leading our industry in customer satisfaction. Every BWI associate, from your locally-based Regional Account Manager, Ryan McNicholas to your dedicated Customer Care Consultant, Kim Yencich, shares this common goal. An internal team is assigned to your library in order to achieve consistent communication and complete understanding of your specific needs. Ryan will make personal visits to demonstrate products, answer questions, deliver literature, and assist with any collection development needs. Kim will be available to assist with questions pertaining to the availability of titles, order status, shipping and products, and your Customer Specifications Coordinator, Jamie Davis, is available to assist with any cataloging or processing questions you may have.

BWI provides dedicated TitleTales Specialists who are available to your staff for individual training and group webinars as needed to ensure that your team takes full advantage of our free online selection and ordering tool available to you.

BWI provides Collection Development services through an expert team of MLS degreed collection development librarians that are dedicated to the needs of public libraries. They build and maintain numerous lists of materials that correspond to your library's needs, and will put your mind at ease when it comes to managing your collection. Furthermore, by combining this team with our staff of professionals in Acquisitions and Purchasing, we ensure that we have the materials you need.

BWI also maintains an expert team of MLS degreed catalogers who are dedicated to providing you with professionally enhanced MARC records. Our catalogers specialize in customizing your cataloging precisely to your specifications.

All of BWI's teams utilize our state-of-the-art software tools to assist you in the selection process and collection analysis, to meet and exceed your goals in the most cost-effective manner possible. Our goal is to assist you in providing the highest quality information to your patrons through the utilization of your library materials. These systems are maintained and continually enhanced by our staff of more than fifty Information Technology and Development professionals.

### **BWI Contact People:**

Ryan McNicholas, Regional Account Manager	ext. 6287	<a href="mailto:ryan.mcnicholas@bwibooks.com">ryan.mcnicholas@bwibooks.com</a>
Heidi Gluchman, Sr. Manager Customer Service	ext. 6380	<a href="mailto:hgluchman@bwibooks.com">hgluchman@bwibooks.com</a>
Deanna Spears, Manager Collection Development	ext. 6267	<a href="mailto:dspears@bwibooks.com">dspears@bwibooks.com</a>
Kathy Simonetta, Director Cataloging	ext. 6444	<a href="mailto:kathy.simonetta@bwibooks.com">kathy.simonetta@bwibooks.com</a>
Kim Yencich, Customer Care Consultant	ext. 6379	<a href="mailto:kim.yencich@bwibooks.com">kim.yencich@bwibooks.com</a>
Jamie Davis, Customer Specifications Coordinator	ext. 6372	<a href="mailto:jamie.davis@bwibooks.com">jamie.davis@bwibooks.com</a>
Christina Bahnsen, TitleTales Specialist	ext. 6443	<a href="mailto:christina.bahnsen@bwibooks.com">christina.bahnsen@bwibooks.com</a>

### **TitleTales®**

TitleTales is BWI's complimentary web-based electronic ordering database featuring the largest selection of currently available Children's, Young Adult and Adult print, audiovisual and digital titles found anywhere. With TitleTales you can create selection lists based on your unique parameters, place your orders online or via EDI, and/or import MARC information into the library's automation system to create order records. BWI provides our customers with access to TitleTales, our web site at no charge. You may access TitleTales through the BWI web site: [www.titletales.com](http://www.titletales.com), access is free to our customers, 24 hours a day, 7 days a week. Although, registration is required to utilize TitleTales, we do not limit the number of free logins available to your Library.

### **Simple & Advanced Search options:**

- Title Format Options include, but are not limited to: Hardcover, Paperback, Big Book, Board Book, DVD, BluRay, Music CD, and AudioBooks.
- Using any of the 30+ search criteria options, find exactly the right titles for your library's collection!
- These options include, but are not limited to: title, author, ISBN, UPC, keywords, classification, binding type, interest levels, review sources, and languages.







**Additional TitleTales features include:**

- Enhanced bibliographic information.
- Access to BWI's Core Bibliographies prepared by BWI's specialized MLS degreed Children's, Young Adult and Adult Librarians.
- Numerous list management options, including but not limited to:
  - Branch/Fund title allocation via our online, customizable grid
  - Unlimited list capacity, exceptional flexibility and de-duping ability
  - Copy or Share your list with other TitleTales users
- Using BWI's "What's New" alert service: receive advanced notification of upcoming / prepublication print and audiovisual titles.
- FREE full-text reviews from *Audiofile*, *Booklist*, *Booklist Starred*, *Bulletin*, *Horn Book*, *Kirkus*, *Library Journal*, *Publishers Weekly*, *School Library Journal*, *VOYA* and *Video Librarian*.
- FREE brief MARC records download capability.
- Online access to manage/edit your Children's and Young Adult Standing Order Series Plan and Video Standing Order Series Plans.
  - This includes the ability to review, edit, and print your plan summary and cost estimate
- Access to PACheck, to identify duplicated titles already in your collection before placing your order with BWI.
- Access to Order Management, which provides you up-to-date status information on the orders you've placed with BWI.

## Order Management

Fiscal Year to Date Totals Beginning: January Update

Account Summary for	Orders	Titles	Qty	Amount	Open Orders	Qty On Order	Amount On Order
<b>All Accounts <span style="font-weight: normal;">New!</span></b>	4	42	42	\$470.14	10	1,619	\$43,937.02
<b>BWI200</b>	4	42	42	\$470.14	10	1,619	\$43,937.02
BWI200	3	7	7	\$109.06	8	1,579	\$43,542.89
BWI200-03	0	0	0	\$0.00	0	0	\$0.00
BWI200-27	0	0	0	\$0.00	0	0	\$0.00
BWI200-28	0	0	0	\$0.00	0	0	\$0.00
BWI200-30	1	35	35	\$361.08	2	40	\$394.13

My Order Status Purchase Orders Title Status Cancellations

Account Summary for <b>LCL100-01</b>	Total Titles Cancelled <b>4</b>	Total Qty Cancelled <b>4</b>	Total Amount Cancelled <b>\$39.21</b>	Totals reflect all cancellations for the past 30 days
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**Cancellation Activity**  
Easily find the titles canceled recently:

Cancelled Titles - Past 30 Days Go

**Specific Cancellation Information**  
Select one or more options below:

Date: Custom Date Range From:  To:

Search by: All Cancellations

For: Title Go

4 Items Found Page 1 of 1 [Copy to List](#) [Excel Download](#) [Print](#)

+ ALL	Title Author/Artist Cancelled Date	ISBN / UPC	Publisher	Binding	Status	Purchase Order #	Qty	* List Price	Disc %	Disc Price	Net Price
+	<b>Soul surfer :-a true story of faith, family, and fighting to get back on the board /</b> by Hamilton, Bethany.	0743499220 9780743499224	Pocket Books/MTV Books.	Trade Hardcover	Out of Stock Indefinitely	<b>SAMPLE-BID</b>	1	\$19.99	44.00%	\$11.19	\$11.19
+	<b>Turn coat :-a novel of the Dresden files /</b> by Butcher, Jim, 1971-	0451462564 9780451462565	Rec Book,	Trade Hardcover	Out of Print	<b>SAMPLE-BID</b>	1	\$25.95	44.00%	\$14.53	\$14.53





Our TitleTales Specialists are available to answer all your questions related to TitleTales; searching for titles, building lists, placing orders, etc. The TitleTales Specialists are available from Monday – Friday from 8am-4:30pm CST at 800.888.4478 ext 6266 or at [support@titletales.com](mailto:support@titletales.com).

### **Selection Services/Collection Development**

BWi's Collection Development department of MLS-degreed librarians and audiovisual specialists provides selection assistance free of charge via regularly published print and online catalogs, book selection lists, pre-publication selection/ordering capabilities, and standing order or notification plans.

Collection Development submits articles, interviews, and title reviews in *TitleTalk*, BWi's printed newsletter for public library selectors. *TitleTalk* is printed three times per year.

Collection Development delivers free selection lists of books and audiovisual titles for children's, young adult, and adult materials through BWi's *What's New* subscription service and online catalog. Delivered directly to *Your Lists* on TitleTales on a monthly or bi-weekly basis, the *What's New* lists are separated into specific collection areas, subjects, or genres to allow each selector to choose specific categories of interest. One year of archived lists are also available for review at URL [www.titletales.com](http://www.titletales.com) under the *What's New* tab.

Our *What's New* lists and categories for print and audiovisual materials include the following:

- **Children's & Young Adult Books (monthly)**  
Categories include Board Books, Picture Books, Nonfiction Picture Books, Poetry and Folklore, Easy Readers and Chapter Books, Juvenile Fiction, Young Adult Fiction, Graphic Novels, Audiobooks, Spanish/Bilingual and Reissues.
- **Children's & Young Adult Paperbacks (monthly)**  
Categories include Preschool Fiction, Juvenile Fiction, Young Adult Fiction, Graphic Novels and Media Tie-ins.
- **Adult Books (monthly)**  
Categories include Audiobooks, Arts/Music/Movies, Biography/Memoir, Business/Careers, Cooking, Crafts/Collectible, Current Events/Politics, Debut Author, Fiction, Graphic Novels, History, Home/Garden, Humor, Large Print, Mystery/Thriller, Ologies, Parenting/Self-Help, Reference, Religion/Inspirational/Philosophy, Romance, Science/Nature/Math, Sci Fi/Fantasy, Short Story/Essay/Poetry, Spanish, Sports/Health/Fitness, Travel and True Crime.
- **Popular AV (bi-weekly)**  
Categories include Music and Video.
- **Specialty AV (monthly)**
  - **Audiobooks**  
Categories include Award Winners, Biography & Memoir, Business & Economics, Children's & Young Adult, Children's Book & Audio Kits, Current Events, Educational & How-To, Fiction, Health & Wellness, History & Culture, Holiday, Home & Garden, Humor, Language Learning, Nature & Science, Parenting & Childcare, Personal Development, Poetry & Spoken Word, Radio Programs, Religion & Spirituality, Sports & Recreation, Travel & Geography and True Crime.
  - **Music**  
Categories include Alternative & Indie, Award Winners, Bluegrass & Folk, Blues, Broadway & Vocalists, Children's, Classical (Instrumental), Classic Rock, Contemporary Christian, Gospel & Spiritual, Country, Dance & Electronic, Holiday, Gospel & Spiritual, Jazz, Latin, New Age, Opera & Vocal, Pop, Rap & R&B, Reggae, Rock & Metal, Soundtracks, World Music and Zydeco & Cajun.





- **Video**

Categories include Anime & Animation, Arts & Entertainment, Best of Blu-ray, Biography, Feature Films, Foreign Films, GLBTQ (Gay, Lesbian, Bisexual, Transgender & Questioning), Health & Fitness, History & Culture, Holiday, Humor, Instructional & Educational, Juvenile & Young Adult Fiction, Juvenile & Young Adult Non-fiction, Nature & Science, Spanish Interest, Sports & Recreation, Television and Travel & Geography.

### Standing Order Plans

BWI's Standing Order Plans are a convenient way for you to acquire the titles that patrons are always requesting—without all the work! You maintain control of selecting the series for your library, and BWI does the work to ensure that you don't miss a single title. Our Collection Development Specialists are ready to answer any questions that you may have and can be reached by telephone at 800-888-4478, ext. 6615, or by e-mail at [collection.development@bwibooks.com](mailto:collection.development@bwibooks.com) or from the Contact Us section on our website.

Collection Development offers customized selection lists with eight selection plan options. Customers can opt to receive titles on standing order or notification lists, which are delivered online to TitleTales for firm ordering. Plan options are profiled to customize selection according to preferred binding, language, format and age ranges for each selector or collection area at the library. Selection plan options, free of charge to BWI customers, include the following:

- **Awards and Best Books**

- The Awards and Best Books Plan is a children's book plan for national and state awards and recommended lists. Customers can currently choose from 231 awards or recommended lists, including the *Caldecott Medal*, the *National Book Award* and state-specific awards, such as the *Grand Canyon Reader Award*. Titles are placed on standing order or selection lists as quickly as possible after the awards are announced. Winners and/or nominees are also posted to TitleTales' "Awards and Best" or "State Awards" Bibliographies.

- **Billboard**

- An audiovisual standing order plan based on the Billboard charts, this plan can be customized according to format or packaging, charts/genres of interest, and chart depth (i.e. Top 10, Top 20, etc.). The Billboard plan's 32 options include the *Billboard Top Current*, *Billboard Blues* and *Billboard DVD Sales* for adult AV materials and *Kid Audio* and *Kid Video* for children. New titles can be placed on standing order or notification lists.

- **Children's Series**

- BWI's Children's Series Plan offers over 1,500 series created for children and young adults, including 8x8 picture books, easy readers, chapter books, fiction, and nonfiction for preschool children and early juvenile readers, as well as fiction, nonfiction, and graphic novels for older juvenile and young adult readers. Examples include *I Can Read*, *Magic Tree House*, *Diary of a Wimpy Kid*, *House of Night* and *Naruto*. The series plan can be edited on TitleTales, and customers can indicate branch distribution for each series. Series titles can be placed on standing order or notification lists.

- **EliteStreet**

- BWI's EliteStreet Plan is an adult print and audiobook plan that offers 1,200 adult fiction and nonfiction authors, including best-selling authors, such as Stephen King or Janet Evanovich, as well as popular genre authors. The Adult Starred Review option offers the option of adult books with starred reviews from *Booklist*, *Kirkus*, *Library Journal* and/or *Publisher's Weekly* for standing orders or notification lists. Customers can opt for standing orders or notification of titles that include regular print, hardcover, original paperback, audiobooks and/or large print.





- **SNAP**
  - BWI's Selection, Notification, Acquisitions Plan (SNAP) is a children's and young adult book and audiobook plan, with plan selection options that include particular publishers/imprints (HarperCollins), authors/illustrators (Kevin Henkes), review sources and ratings (*School Library Journal* starred reviews or VOYA 4P or 4Q), or a combination of all three. With over 2,000 selection options in all, the SNAP plan includes filtering criteria, such as binding, age range, language, maximum price, and classification, to customize standing orders and notification lists for library-specific budgets and collection development needs.
  
- **StreetWise**
  - StreetWise is a standing order or notification list option that includes titles from the *What's New Popular AV* alert. For the more customized plan option, music titles are profiled by age range and content (edited vs. explicit) and videos are profiled by age range. The video plan includes additional options for orders or notification lists based on box office sales.
  
- **Travel**
  - BWI's Travel Plan includes travel series, such as *Fodor's Gold Guides*, *Frommer's with Kids*, *Lonely Planet Encounter* or *Ohio: Off the Beaten Path*. The travel plan selections can be limited by specified location, such as destination, city, state/province, country, region, and/or continent. In addition, customers may opt to cycle travel series and only receive new editions on standing order or notification lists every other year.
  
- **Video Series**
  - BWI's Video Series Plan includes 100 selection options to collect popular television series for children and adults. Examples include *Olivia*, *Sid the Science Kid*, *30 Rock* and *Mad Men*. This plan can be edited on TitleTales, and customers can indicate branch distribution for each series. Series titles can be placed on standing order or notification lists.

All standing order and notification plans provided by BWI can be quickly and easily modified according to the City of Peoria Library's changing needs any time, free of charge. Updated information concerning your plan selections is provided via your dedicated Collection Development team member, BWI eNews, and status update reports on TitleTales Order Management.

In addition to *TitleTalk*, *What's New* and the selection plan options, BWI's Collection Development department provides free customized selection lists on demand to meet the specific needs of each public library customer. Customers can request selection assistance by contacting the manager of Collection Development at 800.888.4478 ext. 6267.

### Cataloging

BWI conforms to current cataloging standards and uses the following cataloging tools:

- Anglo American Cataloging Rules, 2<sup>nd</sup> ed. 2002 rev., and all updates
- Library of Congress Rule Interpretations
- Library of Congress Subject Headings
- Library of Congress Authority files
- Dewey Decimal Classification 23<sup>rd</sup> edition
- Library of Congress call numbers as requested
- RDA Toolkit

BWI's professional catalogers use Library of Congress MARC records and manually match them to item in-hand. OCLC records may also be used and upgraded as needed. Original MARC records are created when Library of Congress MARC and/or OCLC records do not exist. BWI and the Library's Cataloging Department will establish





matching criteria for MARC records when BWI is linking directly into the library's ILS. Generally 5 fields are used as match points. Those fields are:

1. ISBN
2. Creator / Title
3. Publisher, distributor or manufacturer
4. Publication or Copyright Date
5. Edition

### **OCLC**

BWI recognizes that sometimes a library system requires OCLC records. BWI can provide the Library with unedited OCLC bibliographic records, via OCLC WorldCat Cataloging Partners option or a Third Party Vendor Agreement. The Third Party Vendor Agreement allows BWI to log into OCLC's database under the Library's login and password to search, customize to local conventions and download records. In addition, BWI can add the Library's holdings to OCLC's WorldCat database.

### **Processing**

Whether you require your books and materials to be shelf-ready, or you just need the components to process new materials at your library, BWI offers a full range of processing options. These include (but are not limited to) Mylar jackets, spine labels, 3M theft detection devices, barcode application, audiovisual packaging, and RFID tags. BWI has experience with libraries using RFID and RFID providers and is prepared to review and propose costs for any RFID system the Library uses or may wish to implement.

BWI also offers a full range of completely customized processing options. We can easily handle the most complex specifications your library requires and BWI will work with you to set a standard processing price for materials that consistently require the same combination of processing services. This will allow the City of Peoria library to accurately budget for materials processing without any surprises.

### **AV/DP**

As a leader in the library industry, BWI is proud to offer Audiovisual Digital Processing as an exciting business solution for physical processing of DVD, Playaway, audiobook and music CD materials. It combines the original retail box artwork and custom labels, such as the Library's logo, property stamps, hours of operation, library branch specific markings, and other custom messaging (e.g. Please Rewind, Please do not Place in Drop Box, etc.) to create consistent and customized packaging for your audiovisual materials. This is all done digitally rather than actually placing adhesive labels on the product or case. The result is a unique, customized, cover that is printed with all *your* customized markings, labels and barcodes and with the original artwork, intact.

Working with BWI's Customization Department, AV/DP has the ability to create custom spine labels, branch and barcode information. The result is a non-print media item that is printed in color with *all* the customized markings, labels, barcodes and artwork, sized to fit the appropriate box. The practice of applying multiple stickers, labels and barcodes, by hand, becomes obsolete, and in the end, the processing work is faster and cleaner, allowing you to strengthen your Library identity and brand with a crisp consistent look, including your logo, on every item. Standard and Customized Audiovisual Digital Processing options are available.

### **Products**

At BWI we work with every possible publisher and imprint to provide the books your patrons want. We'll make sure new, bestsellers and all the other books you order arrive at your library when you need them.

### **FOLLETTBOUND Platinum Books**

We know all too well that some patrons are hard on books and they never seem to last, which is why we offer a wide variety of titles in FollettBound Platinum bindings. Prebound to strict standards, our FollettBound Platinum bindings are built to withstand repeated use and include our unconditional binding guarantee. We inventory more than 55,700





unique FollettBound Platinum titles, which include award winners, series titles and graphic novels. If you don't find the title you want, we'll bind it for you.

### **Early Childhood**

BWI has age-appropriate books for babies and toddlers. We offer a wide range of board books, big books, picture books, read alongs; as well as manipulatives, software and music to enhance your collection for your youngest patrons. Because public libraries are the most accessible early learning resource centers, we're continually updating our early childhood offerings so you can select from the latest and most innovative materials. Public libraries, as institutions of lifelong learning, can make a difference in the lives of children through collections for infants and preschoolers.

### **MP3-CDs: An Entire Audiobook on a Single CD**

MP3-CDs eliminate downloading so patrons can easily enjoy audiobooks on their iPods® and other MP3 players. Full-length audiobooks are contained on just one MP3-CD disc for easy transferring to iTunes® or Windows Media® Player. These MP3-CDs eliminate the lengthy downloads of multiple CD discs for normal audiobooks. All it takes is one easy upload and you are ready to listen to an audiobook. BWI offers over 1,000 best-selling MP3-CD titles, all easily uploaded to your iPod or any other MP3 player.

### **Playaway®**

With Playaway® Digital Audiobooks patrons of all ages can listen to audiobooks whenever and wherever they want. There's no need for special equipment or lengthy downloads—just plug in the earphones and press play. We also understand the positive impact an extensive traditional audiobook collection can have on your circulation, and we can provide you with the new and classic titles your patrons demand.

### **Playaway View™**

No DVDs to scratch, ideal for small hands and designed to withstand drops – the circulation-ready Playaway View comes preloaded with up to six hours of multiple videos and can go wherever kids go. The content on Playaway View comes from top child-focused studios like National Geographic, PBS Kids, Weston Woods, Sesame Street, TumbleBooks and Schlessinger Media.

### **Music, Movies & much more ...**

BWI provides a quick and easy way to find and buy the most popular music from most any genre. Every week, we provide you with up-to-date lists of the hot titles on 15 Billboard charts. Along with the latest music, we also track the hot upcoming DVD releases, the most popular children's DVDs, and scour the industry journals to provide our library partners with the comprehensive DVD collection your patrons demand.





### iii. Offered discount percentage

BWI's philosophy is to maintain competitive and consistent discounts. This philosophy often results in lower overall pricing from BWI – which means more materials for your collection. Our discounts are consistent by publisher and binding type. Our binding types are taken directly from publisher catalogs and are easy to understand. BWI calculates discounts using the publisher/producer list price as a base. All list prices are provided to BWI by the appropriate publisher/producer.

<b>Adult Books / Juvenile and Young Adult Books</b>	<b>Discount</b>
Trade-Hardcover	
\$24.99 and below.....	40%
\$25.00 and above.....	42%
Library Binding.....	15%
Reinforced Binding.....	20%
FollettBound <sup>sm</sup> Platinum books.....	20%
Paper/Mass Market	
\$10.00 and below.....	35%
\$10.01 to \$24.99.....	40%
\$25.00 and above.....	42%
Graphic Novels.....	0-42%
Text, Technical, Reference, Small Press.....	0-15%
University Press Trade.....	0-15%
Large Print Books-Hardcover.....	0-42%
Large Print Books-Paper.....	0-42%
 <b>Non Print Materials</b>	 <b>Discount</b>
Audiobooks	
Cassettes-Abridged.....	25%
Cassettes-Unabridged.....	25%
Compact Discs-Abridged.....	25%
Compact Discs-Unabridged.....	25%
Playaways <sup>®</sup> .....	15%
Videos	
VHS Cassettes.....	25%
DVDs.....	25%
Music	
Compact Discs.....	25%
Other	
Story Sacks.....	15%
Playaway View <sup>TM</sup> .....	net
Tag <sup>TM</sup> School Reader.....	net
eBooks.....	net
 <b>Additional Information</b>	
Net discount.....	0%

Titles where BWI receives no discount from the publisher or prepayment is required by the publisher will be invoiced at list price & will incur a Special Acquisitions Cost of \$5.95 (1 copy), \$8.95 (2 copies), or \$10.95 (3 or more copies) added to list price.

*Continued on next page*







Titles which receive minimal publisher discount or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at publisher's list price.

BWI reserves the right to be the final arbiter regarding binding type when such is not clearly defined by the publisher. This determination will be made by an MLS degreed cataloger with item in hand.

Publisher's list price is subject to change without notice, and discounts are applied to current publisher's list price at the time of shipment.

Your specific discount can be viewed via TitleTales on a title by title basis.





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#### *iv. Inventory and speed of delivery*

##### **Inventory**

BWI supplies public libraries with children's, young adult and adult books, audiovisual and digital materials. BWI has a full spectrum of in-stock inventory of over 4,000,000 titles and 264,000 audiovisual items available from over 20,000 publishers/producers. BWI can provide any title available through normal trade channels. This includes new releases and backlist children's, young adult and adult titles, Spanish, world language and bi-lingual titles, and small press items. BWI provides music, video, and audio titles from all of the major distributors and thousands of independent publishers and producers. If the title you request is not available in our inventory, please let us know and we will order it for you.

Our 470,000 square-foot, state-of-the-art distribution facility is staffed by dedicated employees to ensure you will receive quick turnaround times and high fill rates for your orders. We utilize the latest equipment and technologies, including a new advanced automated storage and retrieval system that allows us to process your orders quickly and accurately. BWI's overall fill rate is in the high 90 percentile.

##### **Turn Time**

3-5 Business days for all orders that do not require any processing or cataloging.

3-10 Business days for all orders that requires processing and cataloging.

##### **Delivery / Free Shipping**

Shipping and handling are free to Public libraries within the United States and its territories. **BWI does not currently impose a fuel surcharge.** Shipments from BWI are carefully arranged and packaged with recycled white newsprint. All shipments from BWI are shipped via surface/ground, unless you specifically request a next-day air shipment. Next-day air charges will be billed to the Library. All books from BWI are guaranteed against any defects or shipping damage.



