MALIA

Mid-Atlantic Library Alliance

REPORT TO EXECUTIVE COMMITTEE

Library Materials RFP

2012-71500-01

Prepared by: Carolea Newsome

Contract Administrator

May 29, 2012

Summary

RFP for materials contracts beginning July 1, 2012 through June 30, 2015 posted on eVA, 4/2/2012.

Library of Virginia issued the RFP via the eVA VBO and ran advertisements in both the Richmond Times Dispatch and Richmond Free Press.

Notification was posted on the MALiA website and listserv.

In addition, all currently contracted vendors were notified via email.

RFP was posted in its entirety on the MALiA website.

21 responses were received:

* DEMCO issued a “no bid” letter, however, their contract for supplies is current and still in effect.
* Currently contracted vendors who did not submit a response; Brodart, Capstone Publishing, Heinemann-Raintree, Lerner Publishing Group, Marshall Cavendish, Prince Books, Quality Books, Recorded Books.

Vendors submitting viable responses:

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| --- | --- |
| * Advanced Educational Products | * Baker & Taylor, Inc. |
| * Book House | * Book Wholesaler’s Inc. |
| * Chip Taylor Communications | * EBSCO |
| * Emery-Pratt | * Gale/Cengage |
| * Gareth Stevens Publishing | * Infobase Publishing |
| * Ingram Library Services | * Jupiter Associates |
| * Midwest Library Services | * Midwest Tape |
| * Perma-Bound Books | * Rosen Publishing Group |
| * Sal Castaluccio Encyclopedias | * Scholastic Library Publishing |
| * SEBCO Books | * Thomas Klise/Crimson Multimedia |

Members of the RFP Review Committee: Carolea Newsome, Chair; Lorraine Abraham; Janet Kirby; Sandy Smith

In compliance with state regulations, the committee members individually reviewed and scored each vendor as required by the evaluation criteria in the RFP. The committee met on May 25, 2012 to compare scores and further discuss each vendor’s qualifications. The consensus of the review committee is that Sal Castaluccio Encyclopedias and SEBCO Books did not adequately meet the criteria requested in the RFP while the remaining vendors did meet the required criteria as outlined in the RFP. To best serve the individual needs of consortium members, the committee recommends accepting all submitted proposals except Sal Castaluccio Encyclopedias and SEBCO Books.

Vendor Abstracts

1. **Advanced Educational Products** – In business since 1992, AEP provides access to an online database providing real-time price, availability, and bibliographic information on 1.5 million titles (of which approx. 600,000 titles are available for next-day shipment.) All AEP customers receive one-on-one assistance from an Account Representative responsible for quoting, answering questions, processing claims, and expediting orders. They offer approval, continuations, cataloging and physical processing services to libraries of all types. Additional services include: online access, EDI, technical processing, and customized management reports.
2. **Baker & Taylor, Inc**. – In business for over 175 years, Baker & Taylor has worked with members of the MALIA cooperative for over 16 years. They are a leading supplier to over 100,000 customers worldwide and are one of the world’s largest distributors of books, audiovisual materials, and related services. Services include: extensive catalogs and publication alerts, B&T Link Online and Title Source II electronic systems for placing orders, etc., extensive leasing programs, automatic shipment programs, collection development services, and customized library services.
3. **Book House** – Book House is a supplier of domestic, in-print, firm-order materials (books, AV, and software) to academic libraries in the United States and Canada. Book House’s strength is in trade, scientific, technical, University Press, business publications, and small and obscure presses – they also boast an error rate of .19%. Services include: website that features the title database as well as access to view open orders and to claim, cancel and make other changes, actual staff members answer the 800 number, wide range of shelf ready processing options.
4. **Book Wholesalers, Inc.**– BWI is a full service children’s, young adult, adult and AV vendor providing material in a variety of formats to public libraries worldwide. They have over 20,000 publishers/producers available as resources from which to purchase book and non-book materials including new releases, backlist titles, foreign language titles, small press titles, and multi-format audio visual titles. BWI can fulfill all the library’s processing and cataloging requirements for all categories of materials. Their Collection Development, Bibliographic Services, and Customized Cataloging Departments are staffed by MLS degreed librarians.
5. **Chip Taylor Communications** –CTC is a sole source distributor, producer and media broker of quality programming since 1985. They provide broadcasting, streaming, digital download and duplication licenses for their programming. DVDs are enhanced with interactive menus & chapter points. Associated art, books, CDs, posters, and study guides along with space saving DVD disc sets are available. CTC offers discounts of 40%-50% and free shipping to all MALIA members.
6. **EBSCO**- EBSCO Publishing began offering eBooks in March of 2010 but has actively engaged in providing databases to libraries for more than 22 years. EBSCO offers a robust and authoritative collection of eBooks on EBSCOhost. As such, eBooks on EBSCOhost offers hundreds of thousands of high-quality eBook titles, from hundreds of leading publisher partners representing every market. The collection is continuously growing and thousands of eBook titles are loaded per month from the industry’s most important publishers including ABC-CLIO, Columbia University Press, Elsevier, John Wiley & Sons, Oxford University Press and more.
7. **Emery Pratt** – Emery Pratt is a leading supplier of books, audiovisual material, and software to libraries and hospitals throughout the United States. They deal with over 70,000 publishing sources and can handle orders for more than 4.1 million different titles currently in print. Their services include; online ordering, continuation services for serials, new title selection service, duplicate order alert (back 2 years), free access to “In-Print” database.
8. **Gale/Cengage** – In business since 1954, Gale publishing imprints include Macmillan Reference USA, Charles Scribner’s Sons and Primary Source Microfilm. Gale also serves K-12 libraries with UXL, Greenhaven Press, Lucent Books, KidHaven Press, Blackbirch Press and Sleeping Bear Press imprints among others. Gale currently supplies 15, 500 titles minimum. Services include: after sale support for customers via their Customer Resource Center, AccessMyLibrary.com allows peer reviewed content to be crawled and indexed through the open Web by internet search engines such as Google and Yahoo directly to your virtual library content and services from Gale, standing order options, special discounts for disaster occurrences, opening day collections, and foundation plans, and 24/7 technical support services.
9. **Gareth Stevens Publishing** – In business since 1983, Gareth Stevens is one of the world’s most respected library and educational publishers. Their publishing program focuses on nonfiction titles carefully written and designed to align with current curriculum standards and objectives. Their goal is to provide high quality, high-interest books for every age group to lead children to a lifetime of learning. MALIA members will receive a 32% discount from the publisher’s list price and an additional & 7% off of list with direct purchases from Gareth Stevens Publishing along with free shipping.
10. **Infobase Publishing** – Founded in 1941, Infobase Publishing provides supplemental educational materials for school and library markets. The names they publish under are Facts On File, Films for the Humanities and Sciences, Cambridge Educational, Chelsea House, Bloom’s Literary Criticism, and Ferguson Publishing. Their products provide students, librarians, and educators with resources supporting the curriculum across subject areas from history, science, and literature to careers, health, and social issues.
11. **Ingram Library Services** –In business for over 44 years, Ingram boasts the largest on-hand inventory in the industry. Services offered include their new Collection Analysis program (customizable to your exact needs), comprehensive collection development support, including standing order and continuations programs, as well as all-inclusive cataloging and processing services. Libraries may order books, spoken word audio materials, music, and DVD, and receive a full range of value added services customized to the library’s individual needs. Libraries are able to order e-books and downloadable audiobooks directly from ipage and manage collection building of both print and digital books. Comprehensive services detailed in proposal.
12. **Jupiter Associates** – Jupiter Associates is a SWAM certified vendor who can supply current products from almost all publishers/distributors who sell to resellers. They are recognized for fast, accurate and reliable customer service and order fulfillment. They supplied over 20,000 print titles and over 500 audiovisual titles to libraries in 2008. They provide the same level of personal attention for single title orders and bulk orders.
13. **Midwest Library Service** – Midwest Library Service has served the academic, public and special library community since 1960 and is committed to providing new and appropriate technical and automated support services to their customers. Midwest annually supplies books from approximately twenty thousand different publishers. Selection tools available: University Press selection slips, Science, Health-Science, and Technology slips, Choice magazine’s outstanding academic titles, personalized notification service profiling selector’s interests and subject responsibilities, publisher-based university press approval plans. Additional services include: OCLC PromptCat Provider, comprehensive range of physical book processing, paperback binding and cataloging services.
14. **Midwest Tape** – Midwest Tape is the largest supplier of DVDs, music CDs and audio books to over 10,000 public libraries throughout the U.S. and Canada. They have over 2 million dollars in inventory with a fulfillment rate of 97%. Midwest Tape can provide systems to interface with all major ILS systems. Services include; free brief MARC records, customized standing order programs, VIP processing, opening day collections, 1 year guarantee on all videos and DVDs sold, opening day collections, processing.
15. **Perma-Bound** – Perma-Bound has served school and public libraries for over 54 years. The sole source for Perma-Bound books, their stock includes 55,000 titles, with an inventory of 5,500,000 books, ready to ship. Services include: processing, free bibliographic searches, free book lists, in addition to in-stock titles, can supply almost any title in-print upon request, unconditional guarantee.
16. **Rosen Publishing Group** – Rosen Publishing, PowerKids Press and Windmill Books are divisions of Rosen Publishing Group. In business since 1950, they currently supply over 4,000 titles to school districts and public libraries throughout the United States. They publish both fiction and non-fiction at the Pre K-Secondary and College levels. They also publish one online program entitled “Teen Health and Wellness.” Rosen Publishing owns all rights to all of its titles and can publish on demand. They have a 95% fulfillment rate in 30 days and 100% fulfillment in 60-90 days. Services include: free shipping, accelerated reader quizzes available for many titles, no service charge to SWING libraries.
17. **Scholastic Library Publishing** – The world’slargest publisher and distributor of children’s books, Scholastic Library Publishing provides library and reference books for schools and libraries from the following imprints: Grolier, Children’s Press, Franklin Watts, Grolier Online (sole source) and Scholastic. They maintain, on average, more than 3,900 titles. Additional services include: free “standard’ MARC records, free standard library processing, free shipping and handling on purchase orders of $1000 or more.
18. **Thomas Klise/Crimson Multimedia** – Thomas Klise/Crimson Multimedia has been in business for over 43 years and is the leading supplier of software titles. They represent approximately 98 software publishers distributing to the library market. They have their own warehouse and work with large library systems as well as small libraries across the country.