

## **FY 2008 - Explanation of Bid Results:**

In looking over the enclosed bid results you may notice that for some of the categories the vendor with the best discount was not chosen as the primary vendor. Please keep in mind that higher discounts don't always represent the lowest cost for materials. This fact was taken into consideration in the bid process for Categories 15 and 16 (Prebound paperbound and prebound hardbound) whereby vendors were asked to provide discounts off of a selected list of materials listed in their catalogs. Therefore, the primary, secondary and tertiary vendors were determined based on the best value offered, not the best discount.

For the Continuation Account, which contained two material types (Trade and Non-Trade), determination of the vendor was based on a point system.

Category 13, Non-trade was awarded to the vendors with the lowest surcharges.

In the case of two vendors with the same discount, the vendor with their main warehouse closest to Northampton received the higher position.

In some instances, the vendor with a greater number of titles in stock received the award over a vendor with a better discount. In other cases, if a vendor's service has not been up to par during the present cooperative year, the Cooperative has chosen to put them in a different position than what they have won.

If there is a category that you would like explicit details on how the vendors were determined, please use our feedback form at <http://www.wmrls.org/coop/form.html> for your questions.

### **Category 1: Music Audio Cassettes**

Primary – BWI – 25%

### **Category 2: Music Compact Discs**

Primary – Baker & Taylor – 28%\*

Secondary – BWI – 28%\*

Tertiary – MidWest Tapes – 20%

\* Tie goes to B&T, closer warehouse and more stock.

### **Category 3: Spoken Word Audio Cassettes and Compact Discs – Unabridged**

Primary – Brodart – 38%

Secondary – Ingram – 36.5%

Tertiary – BWI – 30%

**Category 4: Spoken Word Audio Cassettes and Compact Discs – Abridged**

Primary – Baker & Taylor – 45%

Secondary – Brodart - 38%

Tertiary – BWI – 40%

**Category 5: CD-ROMS**

Primary – Klise/Crimson – 5%

**Category 6: DVDs**

Primary – Baker & Taylor – 30.1%

Secondary – Ingram – 29%

Tertiary – BWI – 28%

**Category 7: Videos**

Primary – Ingram – 29%

**Category 8: Hardcover Trade (Adult & Juvenile)**

Primary – Ingram – 46.7%

Secondary – Baker & Taylor – 46.5%

Tertiary – Brodart – 46.4%

**Category 9: Quality & Mass Market Paperbacks (Adult & Juvenile)**

Primary – Ingram – 41.2%

Secondary – Brodart – 38%

Tertiary – Baker & Taylor – 37.5%

**Category 10: University Press**

Primary – Ingram – 10%

Secondary – Baker & Taylor – 8.3%\*

Tertiary – Brodart – 10%\*

\*Baker & Taylor stock is 76,100 vs. Brodart stock of 5,000.  
Therefore B&T second vs. Brodart.

**Category 11: Juvenile Library Binding**

Primary – Baker & Taylor – 26.3%

Secondary – Brodart – 26.2%

Tertiary – Tandem – 16%

**Category 12: Juvenile Reinforced Trade**

Primary – Ingram – 46.6%

Secondary – Brodart – 46.4%

Tertiary – Baker & Taylor – 26.3%

**Category 13: Adult Trade, Short Discount**

Primary – Brodart

Secondary – Ingram

Tertiary – BWI

**Category 14: Continuation Account**

Primary – Ingram

Secondary – Brodart

Tertiary – Baker & Taylor

**Category 15: Prebound Paperbound**

Primary – Brodart

Secondary – Tandem

Tertiary – Perma-Bound

**Category 16: Prebound Hardbound**

Primary – PermaBound

Secondary – Bound to Stay Bound Books